

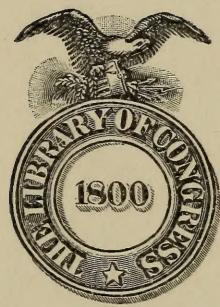
# "The Kellerstrass Way"

## OF Raising Poultry

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You can read  
this book in  
thirty five minutes,  
but it took me  
Six years  
to write it.  
Ernest Kellerstrass





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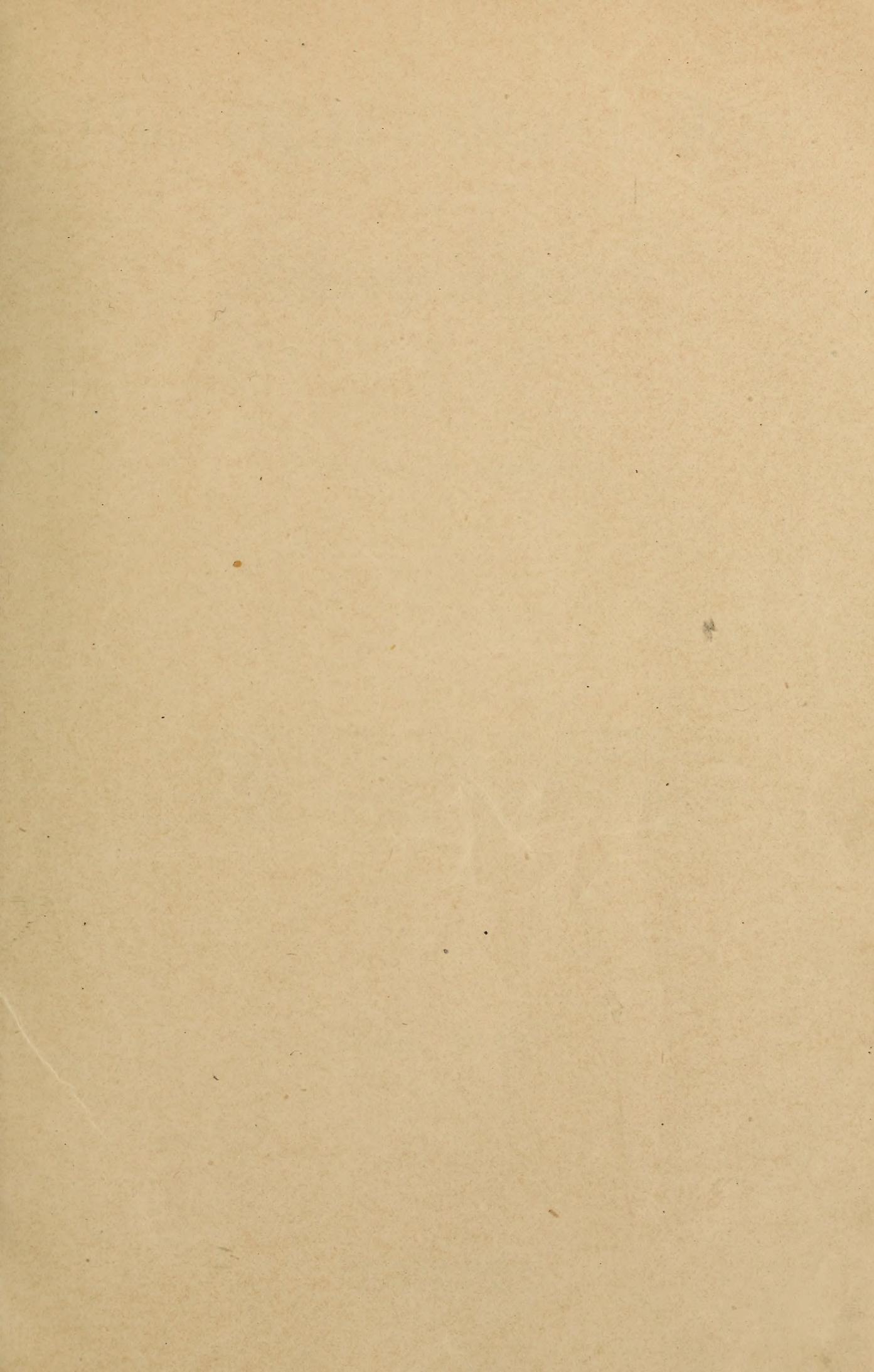
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# The Kellerstrass Way

OF

## Raising Poultry

BY ERNEST KELLERSTRASS

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1910  
ERNEST KELLERSTRASS  
KANSAS CITY, Mo.

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ERNEST KELLERSTRASS

The Number of this Book is.....

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# Introduction

It has been my constant aim in writing this book to use common sense and to give the public as much good practical information as I possibly could, and remember that this book was written by a man who is out working with his poultry every day. It was not written by a man sitting at the desk in the office with a pencil, dreaming of what could be done, and if you ever visit my farm I hope I will have the pleasure of showing you what we actually do.

I have been several years writing this small book, and the reason it took me so long was because I would not write anything until I had tried it out satisfactorily; and the best advice I can give anyone who is about to embark in the poultry business is, start small and learn it as you grow; then you are sure of success; and no matter what breed of chickens you start with, buy the best you can find. A good foundation is the main thing in any line of business.

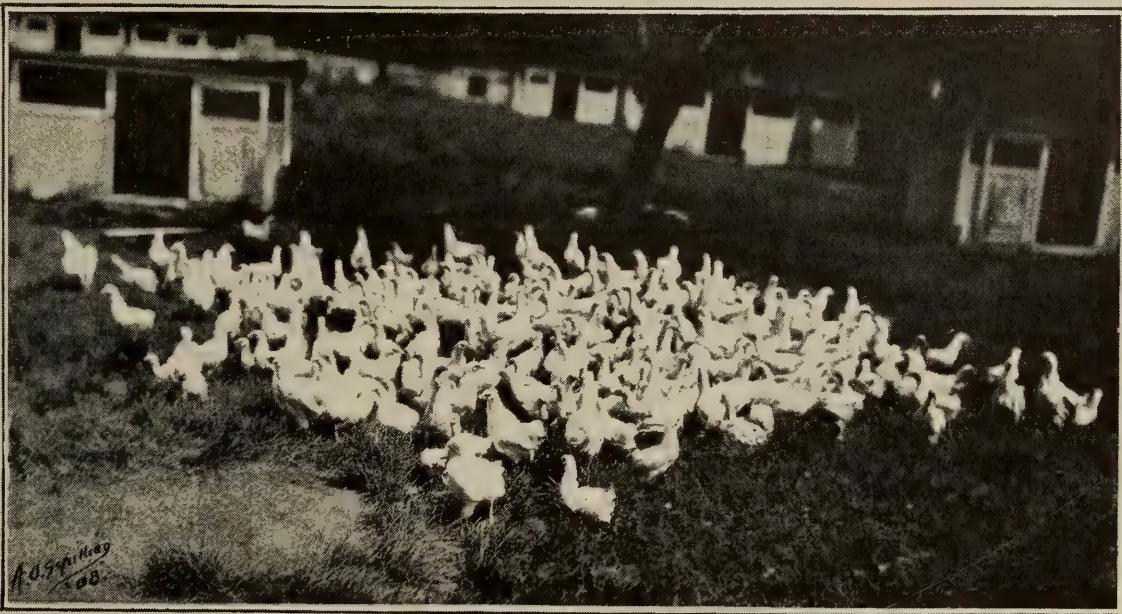
I bred my first chickens thirty-six years ago and have had considerable experience, and my experience has always been that the closer we stay to nature, the better we succeed.

My way of raising chickens may be different from all other breeders in the world, but please show me one breeder who has been more successful than I have. There may be lots of them who can write how it should be done, but where is their farm and where are their chickens? All I can say is that I live in Missouri, and if you will visit my farm, I will "show" you chickens, and show you that we raise them by the thousands, and raise them just like I describe it on the following pages.

Yours truly,

ERNEST KELLERSTRASS.





A FLOCK OF CRYSTAL WHITE ORPINGTON CHICKS ON  
KELLERSTRASS FARM KANSAS CITY MO.

THEY DO WELL ANYWHERE—ON A CITY LOT AS WELL AS ON THE FARM

## TO THE NEW BEGINNER

Remember, I have been a good many years writing this book, and it is all by actual experience—no hot air dreams, but actual experience.

During the summer of 1909, I made a two weeks' trip that cost me \$150.00, but I received more than my money's worth in experience. About two months prior to that trip, a professor of a university came to me and wanted to buy some of my Crystal White Orpington eggs, stating that he had heard so much about my famous breed of Crystal White Orpingtons, and after investigating the matter he believed they were the best all-purpose fowl in existence today for egg and meat production, as well as fancy. I thanked him very kindly for the compliment, but told him I was sorry that I did not have an egg for sale; that every egg that would be laid by my hens during that season was already sold and contracted for at 75 cents and \$2.00 apiece; and you must remember, dear reader, that I had about twelve hundred laying hens on the farm at that time. But I finally told him that I knew of a breeder of whom he might secure some eggs, and I gave him the breeder's address. He sent and purchased some eggs and placed them in an incubator. In a little over three weeks he called me up over the long distance 'phone and told me that he had hatched out about one hundred and eighty of the nicest chicks he had ever seen, and you can rest assured that I was very much pleased, because

I had recommended him to this so-called breeder. But in another week he called me up over the 'phone and told me that he had lost over one hundred of his chicks. I asked him if they showed any signs of bowel trouble, and also about varicus other symptoms, but he explained to me that there were no signs of the various diseases; they just layed down and died. I told him I would call and see him the next day, which I did. I looked his chickens over and they were the weakest, most consumptive-looking things I ever saw in my life. I asked him what he had been feeding, and what care he had given them, and various other questions, which all seemed to be in regular order. I left him saying that I did not know what was the matter with his chickens, but that I would try and find out.

When going home on the car my own mind told me that these chicks lacked vitality. While there was enough fertility to produce a germ in the egg strong enough to hatch, there was not enough vitality—no doubt caused by the parent stock.

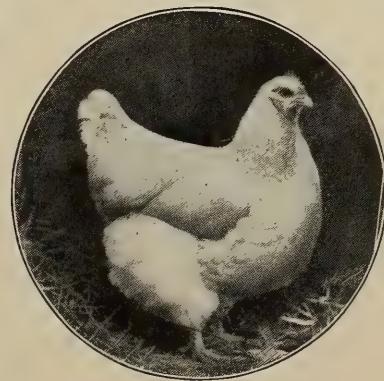
That thing brooded in my mind until I finally said, "I am going to satisfy myself." So I took the train and went to visit the breeder from whom he had purchased the eggs. Rather fortunate for me, he was not at home, and I did not make myself known to the gentleman who was so kind to show me through the plant. But of all the filthy, run-down places that I ever seen, this was it. About eight or ten different varieties of chickens and about two dozen ducks running around—tin cans and filth, such as I had never seen before in my life. But I finally found the birds that my friend had gotten his eggs from, and there I found one male bird to thirty-seven females. Now, dear reader, how could there be any vitality under those conditions? You can rest assured that I have never recommended anyone from that day to this, unless I knew more about the breeder's place or had visited it myself.

So let me say to the new beginner—be sure you know what stock your eggs come from.

Another instance came to my attention this spring. I visited a merchant one day while in the city, who told me that he had bought an incubator and that he was going to fill it with some *common farm eggs* for an experiment, to which I made no reply. But in a few weeks I happened into this same place again when in the city, which was nothing unusual, as I traded there, and he told me of his success with his incubator. He asked me to go down into his cellar and examine his lay-out, as he called it. I consented, and out of one hundred and forty-four eggs there were three measly little chicks. Well! Of course, being well acquainted with my friend, I could not help but laugh until I thought I would split my sides, and in a joking way asked him if he was going to enter them in the show next winter. In the meantime we examined the remaining eggs and we found two-thirds of them perfectly clear—infertile—and the remaining eggs had chicks in them partially developed, but had died in the shell between the twelfth and sixteenth days on account of weak germs—lacking vitality. So we came upstairs in the store, he setting up the cigars, and we sat down and commenced to talk "chicken talk," as I

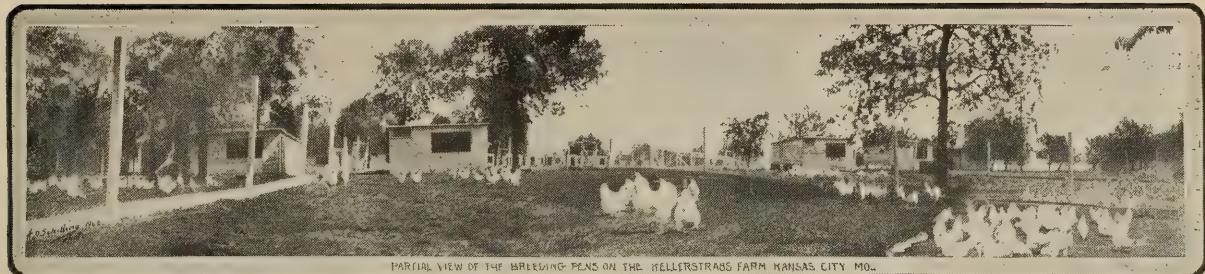
called it. Finally, I told him to get into my buggy and we would drive out to the farm and visit the lady from whom he had purchased his eggs, and for him to purchase a few dozen eggs so as not to cause any suspicion of what our visit might be, and I cautioned him not to make my identity known, as it might spoil our mission. Upon entering we were greeted by an elderly lady, very neatly but plainly and cleanly dressed, and the nicest, cleanest-kept place I ever saw. There were about five acres of a nicely-kept lawn, beautiful shade trees, fences, chicken houses and out houses—all nicely whitewashed. In fact, I said to myself, "This is the most ideal place for chickens to do well that I ever seen." So, after a little chat, we went around to visit the chickens. I finally cast my eye on a great big, handsome, male bird, with spurs about four inches long. My friend asked me what I thought of him. I told him he was a beautiful big bird. I then asked the lady how long she had had him. She remarked that a friend of theirs had given him to them about eight years ago when they left Iowa. After going through the flock I found that all of the six male birds that were there were all pets, and for that reason she did not have the heart to kill them or dispose of them, and I also learned that each and every one of them ran in age from four to eight years old—and then expect fertility and vitality! I never use a male bird over two years old.

Another case that came to my observation about this same time was when a party wrote me that his chicks, from five to eight weeks old, were dying off very rapidly. Before I could answer his letter, he sent me a telegram to come on the first train and he would pay my expenses and whatever the bill might be. Now, this party happened to be a customer of mine, and raised my strain of birds. So I went to see him, and the morning that I got there he had three nice, plump chicks, about five or six weeks old, laying upon a board that had died that night or that morning, as he said. I took out my pocket knife and cut open the craw of one of them and showed him what had killed that one. I found a lath nail, an old rusty lath nail, about an inch and a half long in the craw of this bird. Now, if you haven't had the experience, just watch your birds, and after you find that they have died, just cut them open, and by a little experience you will find the cause. This little chick ate this nail thinking it was a worm. Sounds ridiculous, but nevertheless it is a fact. I cut open the craw of another one—No. 2—and I found two tacks in this one's craw. I cut open the craw of No. 3, and to my surprise I found five tacks in this one's craw. Now, then, the cause of the whole thing was that he had tacked some muslin over a screen that he had there, and just left the tacks and nails falling around as they pleased, and these chicks had picked them up and swallowed them. A chick from the day it is born up until it is almost fully developed will swallow tacks, nails, little pieces of wire, or anything of that kind, and you have no idea the hundreds of thousands of chicks that are lost every year by this one cause, and the people never know what happened to them. He asked



me what my bill was. I told him I would not charge him a cent. He thanked me very much, and I left for home.

Another case that comes to my memory at the present writing is where a breeder of Crystal White Orpingtons sent for me, and said he had lost two hundred and twenty-five chicks in the last three weeks and that they must have the cholera. He did not know what to do to stop it. Well, I said to myself, there is no such thing as cholera amongst this man's chicks, because his place was located on perfectly dry ground, and there was no chance for any cholera, roup or any other disease. Nevertheless, I went to see him. Now this man's wife was very neat and tidy about her hen house, and in the spring of the year she had the hen house white-washed every two or three weeks, so as to keep off the lice and mites—that is, along in February and March. It was about the 28th of August when I went to visit this place. They had forgotten all about the white-wash and all about keeping things clean, because they thought the chicks had gotten far enough along so they could fight their own battle. The first one I picked up I found two head lice on its head right back of the comb. The next one I picked up I turned its wing up, looked at its breast after turning the feathers back, and I found that it was just as lousy as it could be. The next one I picked up had five head lice on it. Now, it was awful hard for me to tell these people that their chickens were lousy, because I was afraid they would be insulted, because they had always written and told me that they took the best of care of them; and as I say in the spring of the year when I visited them, they had a beautiful, clean hen house, as clean as anyone might wish to see. But after the chicks were hatched they seemed to think that they did not need any more care. But when I showed them the lice on the head and all over the body, there was no beating around the bush about it. Now these head lice simply eat right down into the brain of the bird, and of course when they reach the brain, that affects the spine and then goes down into their legs and then you hear a good many people say, "My chicks get weak in the legs"; they look pale and just lay down and die. Not for one minute will they acknowledge, even though they should find the lice, that their chickens were lousy. They will tell their neighbors they died with cholera or some other disease. Remember, cleanliness is Godliness in the chicken business or any other business, and you cannot succeed unless you keep everything in good order.



PARTIAL VIEW OF THE BREEDING PENS ON THE KELLERSTRASS FARM KANSAS CITY MO.

## Two Years on the Kellerstrass Farm

### **The Following Will Give You an Idea of How Things Are Carried On in a Large Poultry Plant.**

Now, on January 1st, we usually start our incubators, lighting them up, running them for two or three days so as to make absolutely sure that the thermometer is 103. Then we fill the incubator full of eggs. The first day we do not touch them. The second day we just simply pull the tray out and turn it end for end. On the morning of the third day I start to turn my eggs. I turn them twice each day until the night of the eighteenth day. I also test my eggs on the ninth and eighteenth days; some say you should test them on the fifth or sixth day, but I wait until the ninth day for my first testing, then I am sure. Don't forget that there are millions of eggs thrown out annually by inexperienced persons, which would have hatched if they had remained in the incubator. The best tester that I have found is a candle or a lamp. The old way suits me.

On the night of the eighteenth day I take a warm, damp cloth, spread it over the eggs and leave it on until the morning of the nineteenth day. Now the reason I put this damp cloth on is simply to soften the shell. I do not care where you live, you have more or less trouble with moisture, no matter what kind of an incubator you use, and if you do not use moisture to a certain extent, more or less, during your hatch, you will find that on the last day you will have a number of chicks that will die in the shell for the want of strength to pick their way through. Even with the moisture, I find that there are some of them once in a while that cannot pick their way through. In that case, I just simply take my pocket knife and pick a little piece out of the egg shell at the big end; I simply make a little opening there for the little chick so he can pick his way through, but be careful not to break the inner shell; put him into the incubator under a moist cloth, and in that way I find that you can save hundreds—yes, thousands—of chicks during the season. But after they are all hatched on the twenty-first day, I still leave them in the incubator for about twenty-four to thirty hours before I put them in the brooder. No doubt you know the chick has enough yolk in it to keep it alive all the way from seventy to eighty-five hours without food or water. Now then I have lots of people ask me every day when they visit my farm, and a good many write to me

and say, "What incubator do you use?" Let me say right here that I have used something like eight or ten different makes of incubators and every one that I have used has been a good incubator, but I will not recommend anybody's incubator. I have had a proposition put to me that if I would recommend a certain incubator in this book it would net me not less than \$10,000 a year perhaps. But that is something that I will not do. My reputation is not for sale. There is one thing that I can say, though, about incubators. They are like an ice box or a refrigerator. You can take a dry goods box, or a cracker box, put ice in it in the summer time and it will keep. But you take a refrigerator that is well built—good, thick walls—and you will find that your ice will keep twice as well and last twice as long at half the expense, and it is the same way with an incubator. Now there are some incubators that are built like a tin can or a pasteboard box. Of course they will hatch more or less, just the same as a cracker box will keep ice, but my advice is, get a good incubator, one that is built substantial. There are fifteen some odd good makes of incubators made in this country, and I would just as lief have one as the other, because I have tried pretty nearly every one of them and they are all good, providing, however, that *you follow the instructions of the maker of that incubator*, because every manufacturer has different instructions. Let me impress it upon your mind right here. Don't listen to what your neighbor says as to how he runs his incubator and what he would do, but you run your incubator according to the instructions of the man who made your incubator. He made it, built it, and the Lord knows how much time he spent experimenting with it, and he can tell you more in that little book of instructions that he sends out with the incubator than all the would-be experienced poultrymen in the world can tell you in ten years. Remember what I say—follow the instructions which came with your incubator, no matter what they are, but buy a good incubator. There are millions of good eggs wasted every year in inferior makes of incubators. Why not buy a good one, when there are plenty of good, honest, reliable manufacturers putting out the best incubators today that were ever manufactured in any country right here in our own country?

Do not go into the chicken business unless you buy a good incubator and buy good eggs to put into it. It is just as foolish to pay \$20 for eggs and put them into a \$5 incubator as it is to buy a \$40 incubator and fill it with \$5 worth of common eggs from mongrel stock.

Now, then, when I take my chickens out of the incubator I take them into the brooder house and put them into brooders that I built myself. The reason I built them myself is because I have had a lot of experience with brooders and I find that with the brooder I built two years ago, out of one hundred chicks that went into my brooder house there were ninety-six of them lived and grew to maturity. During the season of 1908 and 1909, out of every hundred chicks that I brought from the incubator cellar into the brooder house, there were ninety-eight of them lived to maturity, but you must also remember these eggs came from my own stock and they had *vigor and vitality, as well as fertility*. Now, I want to say right here that this sounds absurd. But my books have been shown to representatives of

the daily newspapers and magazines and to poultry editors, who have published these records time and again. There is no question in the world about it. I did it and have proven it beyond any question of doubt.

Now, there are lots of people write and ask me, "Do you use the fireless brooder, or do you use heat in your brooder?" I have experimented with the fireless brooders and with almost every other kind of a brooder in the past thirty-six years, and I am just going to give you my opinion on that right here.

The brooder that we use is described on another page in this book. It is a fireless brooder; it is a brooder with heat in it; it is an indoor brooder; it is an outdoor brooder; just any way you want to use it. During the cold winter months I have them in the brooder house, which is a big building with a roof and side walls with plenty of window lights to admit sunlight for the little chicks, but a dirt floor, and during the cold winter days and nights I light the lamp so as to keep the little chicks warm, because they must have heat in bitter cold weather, and if they do not get it they will never mature; they will never grow and make good, big, stout, healthy, vigorous stock; mark my word—they won't do it. A chick that has once been chilled, if it does not die, will always be a runt.

But you take it in the spring and summer months, we take this same brooder and set it out in the yard, put about fifty chicks in it, and the heat of their own bodies is all the heat they will ever need after the first or second day. But for the first and second day, I almost invariably heat up the brooder for them, unless it is in extremely hot weather. Then, of course, common sense teaches us that they do not need heat, just the same as common sense teaches us that in extremely cold weather they must have heat. There are all kinds of patent brooders and patent incubators and new apparatus springing up every day and being advertised and telling you how to get rich quick in the poultry business, but let me tell you honestly and candidly that experience and common sense beats them all. Remember, I have no brooders or incubators to sell; I am simply giving you my actual experience.

Now, some breeders may do better than I can. I am only telling you what I have done, what experience I have had, and I guess I have spent as much time and money as any living man on earth in the chicken-raising proposition. My reputation in the poultry business has never been questioned by anyone that I know of. I get higher prices for my stock and eggs, and I have won more premiums in one year than any other living man on the face of the earth. You must remember that what I am writing here in this book is actual experience and happens right here on my farm. It is not a dream put into a man's head while he sits in his office writing of what can be done in the chicken business and taking a pencil and commencing to multiply and count his chickens by the thousands and by the millions in his head. *Remember, I do not count my chickens when they are hatched. I count my chickens along about the first of October, when they are laying and in their breeding pens, and not before.*

Now, when I put these little chicks into the brooder after taking them out of the incubator cellar, I dip their little beak in some fresh water,

They do not get any of the water, but it simply frehsens them up; then I put them in the brooder. I do not give them any feed for the first five, six or seven hours; then when I do feed them, I feed them the yolk of hard boiled eggs, mixed with toast, just common bread toast. I take this bread toast and yolk of hard boiled egg and run it through a meat grinder, just the same as an ordinary family uses in their kitchen. Now, the reason I give them this toast is because it forms their first grit. I find that in giving them sand or gravel, the little chicks do not know what it is, and a good many will stand there and just pick the oyster shells, sand or gravel, and fill their craws so full that they simply lay down and die. I have cut open lots of them and found that to be the case; and if you are feeding them grit and sand and will cut them open, you will find what there is there and you will find what killed them.

Now, when I put these little chicks in these brooders, I have good black dirt on the ground, covered with a little alfalfa or chaff from the barn, and it gives them something to work and scratch on right away. About a year ago, when several of the Eastern papers sent their representatives out here to look over my plant, they wrote pages about the phenomenal success that I had made in raising 98 per cent of all the chicks that were hatched. The only thing that I can say is, the reason for this is because I kept them on good old mother earth; that is nature; that is natural for them; that is where they should be.

When I set my brooder outside, I move it every day; just pull it back and forth, if it is not over six inches. It gives them fresh grass or fresh ground. In the mid-winter, when I have them here in the brooder house, I either take a spade and turn that ground over, or when it gets stale and all poisoned I simply throw it out altogether and put fresh ground in.

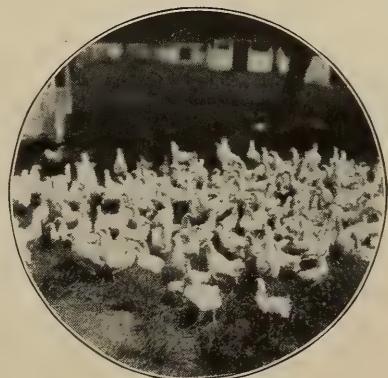
To go back to feeding the little chicks, as I said, their first meal is toast and the yolk of an egg. The second day I feed them hard boiled eggs and toast the same as the first day, only I grind up the whole egg—yolk, white, shell and all. Now the eggs that I use are usually infertile eggs out of the incubators. If I haven't enough of these I use fresh eggs, because I will feed my chicks and take care of them. I feed them this about every two or three hours, but never give them any more than they will clean up. If I go around and find that they have not cleaned up everything, you can be sure I do not feed them until they have cleaned up what I had given them. Fresh water I keep before them all the time. On about the third or fourth day I set a little trough in the brooder filled with bran, and this trough stays full of bran all the time. It gives the little fellows something to go and pick at. It helps to develop their craw—and you must remember one thing—that a chicken will never be a big egg-producer unless she has a good big craw. She has to have a big craw so that she can take care of a whole lot of food, because it is what she eats that makes eggs. If she does not eat, you will not get any eggs; I will tell you that. At the same time I place the bran before them I start to feed a little grain. Now, any of the well advertised chick feeds on the market are all right for them. When I feed them grain I sprinkle it right

on this black dirt that is in the brooder, rake it over with my hand a little bit, so that it is kind of buried under the ground, and the little chicks commence to scratch for it, and that is what they should do—they have to scratch; they have to work for they have to have exercise, because I tell you right now that is what develops your birds. That is what gives them muscle, gives them form, gives them strength and makes them grow. You cannot raise chickens on a hardwood, mahogany finished, parlor floor and expect good results. *The nearer and closer to nature you get, the more and better success you will have.*

Now, after these chicks get up to about eight weeks old, at which time they weigh from two to two and one-half pounds, and you cannot keep them from weighing that if you just give them care and regular feed. But my Crystal White Orpingtons are the only chickens that I know of that will do that, and, as a usual thing, when you see some incubator manufacturer or some brooder manufacturer demonstrating at a poultry show, you almost invariably see him using my Crystal White Orpingtons. Why? Because, as I say, they develop faster than any breed of chickens on the face of the earth that I know of. You can breed them by the hundreds or by the thousand, and they will average two to two and one-half pounds in eight weeks. Of course, if you raise them and feed them for broilers for the market, they can very easily be made to weigh two and one-half to three pounds when eight weeks old.

Now, remember, that not for one minute do I write this book to condemn any breed or any breeder, any incubator, brooder, incubator manufacturer or anything of that kind. But in the last thirty-six years I have bred Barred Rocks, White Rocks, Buff Rocks, several of the different varieties of Wyandottes, Leghorns; in fact, I have bred about eighteen different breeds of chickens.

Now, I keep the White Orpingtons; am breeding the White Orpingtons exclusively, because I think they are the best in the whole world. Of course, every man has his choice and fancy of different breeds. We cannot all see it the same way. While it is true, and has been published by some of the best judges in the country, and some of the best poultry journals in the country have said, that the White Orpingtons were not on the map, were not known until I took them up. Of course, I bred them White and I bred them up to size. If I had not done it, I would not in the season of 1907 and 1908 have won over 90 per cent of all the premiums that were offered in this country in the shows I made. That is the reason I call my birds the "Crystal White Orpingtons," originated by the Kellerstrass Farm, because everyone whom I have met at all the different shows, in the different countries, has said they had never seen anything like them. Of course, today there are hundreds, perhaps thousands, of them being bred all over the world, because I have shipped to almost every known country on the globe.



Now, as I have said, when they become eight weeks old, then I turn them out and let them rustle for themselves, so to speak. I put them in little runways out in the yard, about three feet wide and eight feet long, with a little coop at the end, putting twenty or twenty-five to a runway. But before I put them in these runways, I sowed these runways with wheat, rye and barley and spaded it down about four to six inches deep. I go in there every day and turn over one or two spades full of this dirt, and of all the picking and scratching that you have ever seen birds do, you ought to see these little chicks go after it. This seed that is partly sprouted has a little green attached on the end of it, and that is where you make them work again, and get the development into them and get that vitality into them. I leave them in these runways until they are about twelve or fourteen weeks old. It altogether depends on how many we have on hand and how many we have remaining in the brooder house as to how we have to push and keep pushing and crowding them out. But from these little runways, I just simply turn them out over into the orchard and there I leave them until fall. They have plenty of room there and find plenty of bugs and grasshoppers. I give them grain each day and the little wheat bran box is before them all the time. I leave them there until about the first or middle of September. Then I commence to put them into the breeding pens and breeding houses. I usually take about one male to every ten females. Let me caution you right here.

*Be sure they are not related. You cannot mate up brothers and sisters in the chicken line or in any other line and expect results. Be sure they are not related, the male to the females.*

Also see that you have a good male. Remember that the male is two-thirds of the flock when it comes to breeding. That is one thing I am very particular about—my male birds. Perhaps I will take a chance on a poor female once in awhile by mating her up to a good male bird, but never will I take a chance on a poor male bird.

Now, in these breeding pens I put to one male about ten females. I put them into these houses. Now these houses have old hay, straw or litter of some kind on the floor, all the way from six to eight inches deep, and there is where I do my feeding. About seven o'clock in the morning I go into these houses and I feed them cracked corn, wheat, oats and kaffir corn; just throw it right on this litter. There you are back to nature again. I make them work for what they get. They have to scratch and dig in this litter. That is what gives them exercise, and a hen that does not get exercise—do not believe for one minute that that hen will lay. They have to have exercise in order to lay, and then when they do lay that egg will have vitality and strength, so that when it hatches the chick will live and grow and make a good, stout, healthy chick.

At noon I feed them sprouted oats during the winter months when there isn't any green food. In another part of this book I tell you all about sprouted oats.

Between four and five o'clock in the afternoon I feed what I call my mash feed. Now, some breeders feed a mash in the morning and feed a dry feed in the evening, because they say the bird should have

some grain in its craw and let it ferment there and warm them up during the night. Well, of course, we cannot all see it in the same way. I do it my way, the other breeder does it his way. I feed the grain in the morning, because it simply makes them work and keeps them busy all day, and makes them exercise. That is why I feed it in the morning, and the mash I feed in the afternoon between four and five o'clock, which consists of cut clover or cut alfalfa, steeped in a little boiling water, and that is mixed with bran, chops, wheat, oats and some grit mixed right in with it, so that they get some grit in their crows to grind up their feed and make egg shells, and also fresh meat and bone. Now, I get one hundred pounds of fresh beef shipped out here every day from the packing house in Kansas City. I buy the neck off of the beef. Then I have my bone grinder here and grind it up—fresh meat, bone and all. Now, of course, when I say one hundred pounds a day you must remember that goes to about eight to ten thousand birds. I figure that each bird should have just enough green bone to equal, say, from three to four grasshoppers or bugs each day. This meat is mixed right in with this mash and with the skim milk of the farm, when we have skim milk, and when we do not have it we use water, but of course I prefer the skim milk. Lots of times during the year, when I can get it, and do not have it on the farm here, I buy skim milk from the dairies around here. I mix that all up into what I call a dry mash. I feed it, you understand, as dry as I possibly can; that is, I do not want it sloppy. I want it moist, but not what you would call sloppy. That is the last meal they get in the evening, but be sure and keep fresh water before them at all times. Now, whether my food theory is right or wrong, that is simply a question of opinion among the different breeders. But there is one thing that no one can dispute, and that is, that my birds do lay, because I have records like no breeder in the world has ever been able to beat or to show, so far as egg production is concerned. That is one thing I pride myself on and devote my whole time and attention to—the egg production. I do not care how fine a Jersey cow you have, if she does not give milk—what good is she? And it is the same way with a chicken. No matter how fine they are, if they don't lay, what good are they? When I won over 90 per cent of the premiums that were offered in this country in the seasons of 1907 and 1908, and won the sweepstakes at Chicago for having the best bird in the show room, over and above all breeds of chickens, not barring any, right then and there I said—I have shown them that my chickens are all right for the show room. Now I am going home and continue on breeding them up for egg production, and since that time I have devoted my whole time to egg production, and I am doing it at the present day. I do not know that I will ever go into a show room again with my chickens; not at least until some breeder makes as good a record as I have made during the seasons of 1907 and 1908. Just as soon as the poultry journals will show me that there is a breeder who has made as good a record as I did, you can rest assured that I am going into the show room, and I will beat him. If I don't, I will just simply quit the poultry business. But up until the time that some breeder does

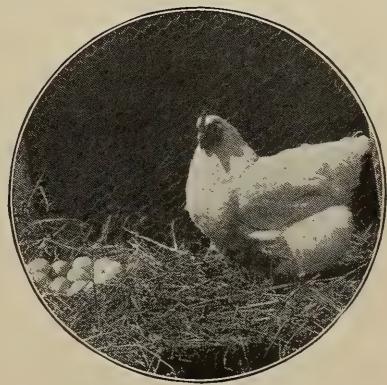
make as good a record as I do, I am going to stay at home and devote my whole time to egg production. *It is eggs—that is what we need.* There isn't a breeder in the world today, not barring any, who can show that he made chickens produce as much in the egg-producing line as I have. If there is, I would like some poultry journal to mention it. The poultry journals, as well as the daily newspapers and magazines all over the country, have published time and again what I have done. Now, remember, dear reader, as I have said time and again, this book is not written with a whole lot of fancy words and flowery speeches. It is simply written by a man who has had actual experience, and this book is written every day as I go along with my experience. It is all written from actual facts.

Now, going back to the chickens—these chickens that are in their breeding pens are never left out in the yard or in the runway from about November 1st until May 1st here in my country; it all depends upon the weather, of course. They stay right in that house, and they have to do their scratching, digging, feeding and egg laying right in that house. Now, you may catch a nice sunshiny day along in March or April, and you will say, well, I am going to let these chickens out; it is such a beautiful sunshiny day. But there is cold damp frost in the ground and the sun is drawing it out, and that hen will go out and walk around on the ground, wet, damp and moist; the first thing you know she is standing on one foot and then on the other foot, and she will go back to the house and retard and not lay an egg again for two or three weeks. There is where you lost by letting them out. As I say, my chickens do not go out until the first of May—until I know there is no more chance of cold weather or frost being in the ground. After the first of May I let them out in the runway. They remain in these houses and runways until along about the first or middle of July. Then I break up my breeding pens, I separate my males and females and put them in separate runs. Of course, you understand a female will lay just as many eggs without the male bird as with him, but they will not be fertile. After the first or middle of July, I am not looking for any fertile eggs; don't want them. I then commence to feed a very little grain once each day, just enough to keep her alive and keep her going. I let her get down just as thin as I feel she ought to get, and along about the 15th of August I commence to throw the feed into her and feed plenty of sunflower seed. Then you ought to see the feathers fall. They seem to shed their feathers all at once. The feathers all drop out and she gets her new coat of feathers and they come out fine, pure, white and glossy from feeding this extra feed of sunflower seed. They get through their molt before the cold weather sets in. Along about the 15th of September she is plum through her molt, ready to be put into a breeding pen again, and she starts to lay, and lays all the whole winter through. Remember, that if you do not get your birds to laying by September or October, they are liable to not lay until spring. I always get my birds through their molt early, so that I may get them started to laying before cold weather sets in, and they keep it up all winter. It is the same way with my little chicks.

I always try to hatch my little chicks early, so the pullets are all matured by fall, so they will start to lay and will lay all through the winter. You take a chicken hatched in July or August don't you ever believe for one minute that you are going to get many eggs from that bird that fall or winter; that is simply impossible; she is not matured. Now, there are lots of breeders who will tell you: Oh, hatch in August; you can raise plenty of them in August. Yes; that is true, you can hatch and raise them in August. But it will be the next spring before that bird is developed, if it ever develops to amount to anything. It will be the next spring before that bird will start to laying. Now, I do not want any summer chickens. I want chickens that will lay all the year 'round. I don't want chickens that will only lay in the spring. I want chickens that will lay from one fall to another, and that is the kind of breeding which my past record and my daily record shows.

Now, remember that all through this book I am simply trying to tell you what I am doing, and I suppose that every breeder has his own way, and we may all differ. But there is one thing that I can say, that no breeder in the world can say, and that is—when I sold that pen of birds to Madame Paderewski for \$7,500 (seven thousand five hundred dollars)—remember, five chickens for \$7,500—that is the highest price that was ever paid for chickens in the world.

Remember, when I took thirty hens and made them net me \$68.00 a year per hen, that no other breeder ever made a record like that. And besides netting me \$68.00 a year per hen, I had three-fifths of the eggs left for my own hatching. Now, when I take that all into consideration, I just figure that I have perhaps done a little bit better than any breeder in this country. While you must remember that I am a life member of the American Poultry Association, and I have a good feeling toward every breeder of any breed in the world, I want to say to you right here—don't you breed my chickens unless you feel that they are the kind of chickens you want to breed. By all means, when you start in the chicken business, first find out what kind of chickens you like best. Then go to some good, honest, reliable breeder and buy stock or eggs from him. Don't breed my kind of chickens if you don't like them, because you will never make a success with them. But whatever you do, *only breed one kind*; you will never make a success trying to breed several different varieties. Always take the kind that you like best. If you visit me, and I have visitors daily—no matter what kind of chickens you are breeding—my son and my men are always instructed to give the visitor all the information they can, because, no matter what kind of chickens you breed—if you make a success of them, that is what helps the poultry business, and every time you make a success, no matter what kind you breed, as I say, it helps the poultry business, and whatever helps the poultry business helps my business, because I am in the poultry business.



There is one thing that I cannot impress upon your mind too much, and that is this: *Buy the best stock and eggs that you can buy*, no matter what breed you are going to breed. You can go and buy some cheap stock or eggs and you will spend a whole year's time and hard work, and then you have made a failure of it; you wonder why. That is what hurts the poultry business, and anything that hurts the poultry business, hurts my business. For that reason, I say—*buy the best stock that you can buy, and if you cannot buy good stock, do not start at all*. Do not go out and buy some cheap mongrel stock or eggs and start in. Do not do it. Leave it alone for another year, until you are able to buy good stock.

Now, remember, when you buy this book from me, I simply give you all the information that I can, and the actual experience that I have had in the poultry business.



## WORTH KNOWING

Experience is the best teacher.

If you start at all, start with good stock.

Cleanliness is Godliness in the poultry business.

You can keep a good hen just as cheaply as you can a poor one.

Have plenty of grit—the sharper the better—available for poultry.

When hens stop laying they may often be started again by change of feed.

The successful breeder never goes to his neighbor for advice. "He hasn't time."

There are only two classes of people who never make a mistake—the dead and the unborn.

Protect your brooder chicks from cold, wet weather, if you don't want them to have bowel trouble.

Never allow incubator chicks to become chilled. One-half the ills of young chickens arise from this cause.

To follow nature in hatching is generally the best plan. Little chicks and warm weather work together in a harmonious way.

Don't feed corn alone. Give the hens some wheat and oats if you want plenty of eggs. Corn makes fat rather than eggs.

It hardly ever pays to doctor a sick chicken, but it does pay to use the most improved methods to prevent disease.

It is useless to expect success with incubator chicks without a thorough understanding of feed and care for them.

Keep your poultry house dry. Chickens can stand cold if it is dry, but combined with dampness bad results are almost sure to follow.

Try shaving some young sweet corn—or even field corn—for the young chicks and see how greedily they devour it.

Young chicks should be kept somewhat hungry rather than incur risk of overfeeding, especially if they are taking little exercise.

Do not stuff your hens, thinking that you make them lay. Throw feed in the litter and make them work for their meals.

Eggs are the foundation of all poultry production. A few people place form and feathers first, but they do not measure up with the rest of mankind.

When hens lay soft shelled eggs it is a sign they are too fat. Cut down the amount of grain and feed more vegetables and green food.

Coal ashes thrown about the poultry house are sure death to the small, blood-sucking mites. Use plenty of them and keep on using them.

The beginner should confine his efforts to one breed is an old injunction, but a wise one. It will not pay to have your attention too much divided.

If brooder chicks get chilled keep up the heat and give light feed for a few days. With proper care on this line they will soon come around all right.

Don't feed chicks with corn meal dough. Give them finely cracked grain or rolled oats. The tendency now is to give all feed dry.

No hen can do her best roosting in trees. She should not be expected to do well when improperly fed. She should be cared for as if she were an egg producer.

In starting with an incubator on the farm, use a small size. It is easier to fill it with eggs and you can handle it more readily.

Green food supplies mineral salts. The difficulty is the small amount of salts to bulk of food. Yet a little green food keeps the blood cool in mid-summer weather.

Learn to figure out a balanced ration for your fowls when you can, but most farmers will learn by practice to give the right feed in proper proportions.

It is a mistake to try to keep too many hens for the room you have. Better drop off a lot of them and give the rest a chance. You will do better, and so will the hens.

Keep the sexes apart till needed for breeding purposes. This will insure greater fertility of eggs, and infertile eggs keep better for market purposes.

A nervous hen cannot be relied upon for a good setter. The chances are that she will get excited when the chicks come out and leave the nest permanently.

Keep plenty of shade and green food all through the hot months.

Also keep the dust boxes full and the water vessels supplied with pure, fresh water.

To get rid of disease and vermin the fight must be constant. Sulphur is about the best thing to keep off lice, and wise care and feeding will prevent disease.

Beware of overcrowding young chicks, or any other. There must be plenty of room in the brooder, on the roost and in the range. This is why small flocks succeed.

No one grain alone will keep chicks or fowls in good condition. A variety must be had, and if they cannot obtain the variety by foraging it must be fed from the farmer's bins.

To have early winter eggs, put your hens through the moulting period before summer is over, while eggs are cheap. A fast of two or three weeks, followed by rich feeding, does the work.

If the hen will not pay for her board in eggs, she should be made to yield a profit by being slaughtered and her carcass sold. No poultryman should keep drones; he cannot afford it.

When the hen is through setting burn all the old nesting material, disinfect the nest box, and give it a coat of liquid lice-killer to make a good job of it, and then put in fresh straw.

Experiments have proved that a hen in good condition will eat on an average four ounces of grain in the morning, two ounces of grain at noon, and three ounces of mash in the evening.

Dampness in the poultry house must not be allowed. Remember also that fresh air is a tonic, and that poultry of all kinds will do much better if their roosting quarters are well ventilated.

Pure water on the farm. Have you got it? It may look clear and good, but are you sure that the well is so located that it is not being contaminated by surface water or some other agency?

It is just as well to have a well bred chicken as a well bred horse or cow. Any amount of food and care will not make a mongrel as profitable as a pure-bred under the same conditions.

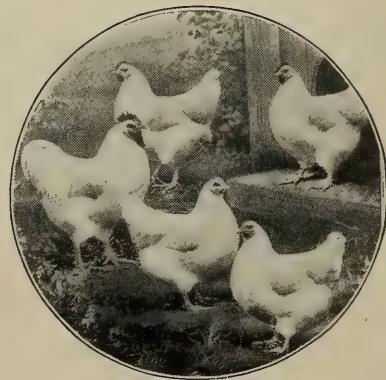
One of the best ways to disinfect a brooder is to open it wide, take out the hover, and let the midday sun shine on both for a couple of hours. The sunlight will kill the germs it reaches.

In building the house, do not have the roosts too high. A foot or two is high enough. There is danger of fowls injuring themselves flying down from a high roost, especially the heavier birds.

Old hens commence laying late and leave off early. Old hens, unless they are very valuable as breeders, are seldom profitable to keep, considering their record throughout the year.

Green bone and scraps of waste can often be bought at the butcher shop at a reasonable price, and this makes an excellent feed for poultry if given to them while fresh. Never feed decayed meat.

Start with the breed you think you want, and then stick to it. The stock raiser who



shifts every few years to a new breed never gets anywhere in his operations, except nearer to the poor-house, perhaps.

Filthy drinking vessels are the cause of many serious ailments of fowls. Continued drinking of impure water will produce what is commonly termed cholera, and the flock is soon wiped out.

Remember, the hen when laying needs about twice as much feed as she would if not laying. Like any other machine, she must be furnished with material from which to manufacture her finished product—eggs.

Once a week, at least, disinfect the drinking fountains and dishes used by the poultry by scalding them in boiling water. Infectious diseases are spread very rapidly through the feeding troughs and drinking fountains.

When the ground is frozen and snow-covered, where do your biddies procure their grit, or teeth, unless you have thoughtfully provided it? Some farms are all picked over, and there is no grit to be found there, even in summer.

With the rapidly increasing prices of beef, pork and mutton, the poultry comes to the relief of the people. Eggs take the place of beef-steak for breakfast, and a roast fowl will be served for dinner instead of roast pork, beef or mutton.

Eggs are made up largely of liquid matter. When you keep a hen shut away from water or some kind of drink, depend upon it you will not get eggs very long. Keep a good lot of nice fresh water where the hens can get it all through the day.

Chicken should never be eaten the day it is killed. The tenderest, freshly-killed chicken will be tough as soon as the animal heat has left the body. In about twelve hours, however, the muscles will relax and it then becomes acceptable for food.

Immediately after dressing poultry, it should be thrown into ice cold water, and allowed to remain there until all the animal heat has left the body. Neglect to do this is very apt to cause the carcasses to turn green in parts by the time they reach their destination.

A hen that begins to lay in November and lays even as many as ten eggs a month through to the end of February, at the prices that prevail in any town, has paid for her feed for a whole year, and all she produces the remaining eight months of the year is clear profit.

It is attention to little things that makes for success in the poultry business. One of these little things is to rinse out all the drinking vessels before putting fresh water in them. Filth is a sure breeder of disease, and disease means disaster, and disaster is not what you are looking for.

Poultry, like sheep, can stand a great deal of cold, if it is only dry cold. Hens that are given plenty of exercise in a sunny, scratching shed, that may be entirely open on good days and curtained with cloth on stormy days, will be healthy and lay in the coldest weather if fed properly.

If your old stock has to be kept confined in a small yard all summer, don't forget to give plenty of green feed. Lettuce makes an ideal green feed for fowls. Better plant a little patch for summer use. The chicks

would like it, too. Cabbages and mangels should also be planted for fall and winter feed.

The hen that does all her laying during the summer should be disposed of along with her chicks. Her small profit cuts down the average and discourages the fancier. It costs just as much to keep her as the others, and the room she and her offspring occupy should be given to the winter layers and their chicks.

Don't be in haste to complain when you have bought a setting of eggs. The trouble may grow less, or entirely disappear, by waiting. The appearance of newly hatched chicks is often deceptive. It takes time for color to settle right. Black Minorcas often show white in the chick stage. Gray in chicks of the white breeds may be a good sign rather than a bad one. Postpone sending letter of regret to your dealer and you may find it unnecessary to send it at all. This will save unpleasant feelings on both sides.

Many a failure, especially among farmers, can be traced to inbreeding their poultry. I believe that this is not generally practiced from a desire to do so, but because of neglect. It is not attended to when it should be done, and when it is called to mind it is generally too late to purchase breeders, and another year of inbreeding is practiced. That is one reason, and another is due to the fact that it costs more to get good males from a breeder than it does to select a few of the best in the flock for that purpose.

A farmer raises hogs and when he takes them to the market he gets from six to twelve cents a pound for them, and it costs from four and one-half to ten and one-half cents a pound to raise them, figuring the corn that he feeds them, by the time they are ready for the market.

His wife raises chickens and when she takes the old hens to the market she gets not less than from eight to thirty cents a pound for them, and no matter how poor a layer the hen is, you can rest assured she laid enough eggs to pay for her feed several times over.

So it is easy to see what profit there is in poultry.

## JANUARY.

Don't go into the poultry business if you do not like chickens.

Before starting the incubator, carefully test the thermometer, as the best of them go wrong sometimes, and a season's changes may upset your hatch. Your family physician will have a clinical thermometer in his pocket at all times, and he will be glad to test the incubator thermometer for you. Don't bother him to test more than one, as you can test the others, if you have more machines, by the first one.

Provide your hens with plenty of nests.

Feed them more heavily and with a larger proportion of animal food. They will be laying some, but a large percentage of the eggs will be infertile, or poorly fertilized. Give them some green food—alfalfa, cabbage, cut clover, or chopped vegetables.

Better give the breeding hens a little more room than the layers, and if you find you must sell a few pullets in order to do this, send them to market.

Get your incubator this month and be sure you have plenty of brooder room. Most breeders make the mistake of not providing enough space for the youngsters after they hatch.

Late hatched June and July pullets should begin laying this month, if they have been properly fed and cared for. Broilers and roasters started this month bring the cream of the year's prices, and the parent stock should be selected. They should be laying well now, and the incubators and brooders put into working order and the work started early in the month.

Chickens hatched in the middle of the winter need good brooding accommodations, and while the style of the house and plan of brooder may vary with the owner's fancy, for a safe proposition nothing equals the small colony house with an individual brooder contained therein. The chicks should be kept confined closely to the brooder until one week or ten days old, then allowed the run of the dirt floor of the house for another week. When two weeks old daily out-of-door exercises must be provided and insisted upon. Chickens cannot be grown successfully without it and leg weakness is sure to follow if one attempts to rear them without this. Feed them something they like on a bare spot of ground just outside the building and provide easy access to and from the house (no stairs or blind passageway) and they will work back and forth under zero weather conditions with nothing but benefit to themselves and their owner.

This is a good month to lay out your work for the year. Begin now and figure out what your requirements will be the coming season.

## FEBRUARY.

Our cities are growing rapidly; our people are appreciating the value of fresh eggs. The price keeps working up and will continue to work up until you receive 75c per dozen for eggs during the holidays. Get aboard!

If your early hatches show signs of leg weakness be sure that they get an out-of-door run. In fact, feed them out of doors on the bare ground one or two feeds per day of some delicacy that they are very fond of. Get them out into the open air after they are ten days of age, regardless of temperature. Shovel off a spot right down to mother earth, and do not be afraid to let them eat a little snow.

Start the brooder in a clean house, with not more than 25—40 chicks together. Feed liberally, better up to the wasting point than to let some of the chicks go hungry. Let them have the run of the house when ten days old. Do not let them bunch up out in the bright sunlight on cold winter days. The sunlight has a fascination for them and frequently they will huddle together and get chilled outside in preference to going to a warm hover chamber. It is sometimes better

to hang a thin curtain over the window glass to avoid this trouble until they reach a more discriminating age.

If one keeps hens for egg production alone, there will be no need of having any male birds. It costs at least \$1.00 a year to feed a male bird. Better keep an extra hen.

You will have to put on your thinking cap often nowadays, or the other spring work will crowd out the chicks. Do the fair thing by them. Their success during the rest of the year depends on it.

If your rooster is old, do not have too many hens in the pen with him, if you expect the eggs to hatch.

Don't allow them to be excited. Don't unnecessarily disturb them. Keep strange dogs and strange people away from their quarters. Give them plenty of nesting. Be careful that the eggs are gathered before they have a chance to get chilled.

Winter chickens, in fact, all chickens, should be well fed in order to get the benefit of the quick-growing habit of the previously selected ancestors. Surely the youngsters cannot make bone and muscle out of a "pleasant view" or "good, sunny weather"; something more satisfying to the appetite will answer much better, and while plenty of good vitalizing air must be provided, so must an abundance of food be always within reach.

It does not matter how carefully you breed your poultry, or how well you care for them, or how well you incubate and brood the chicks; if you feed inferior chick feed your entire season's effort is soon a thing of the past.

Every experienced poultryman realizes that the first two or three weeks is the crucial period in the lives of his chickens. Upon the health and thrift of the chickens during these few weeks depend the profits of the whole season and of the year's business.

When we have learned to look upon every chicken hatched as possessing decided possibilities of profit—a profit which may come, perhaps, in the form of a fat, toothsome broiler; a big, plump, juicy roasting chicken; an early laying pullet; the head of a breeding pen; or, maybe, a show prize winner—we shall more fully realize the importance of giving them every opportunity for healthy, rapid growth and development. The greatest pains will be taken to hatch eggs from only the best parent stock. At no time during the brief life of the chicken shall it be allowed to wait for sound, sweet food, presented in the most palatable form. We shall not be good to the chickens for a few weeks and then leave them to shift for themselves, but shall see that they are kept growing, and shall push them every day until serving the purpose for which they were hatched. Every hour of unsatisfied hunger means loss.

Almost without exception in all other forms of bird and animal life the growing period is the fattening period of life. In other words, the birds or animals carry more fat on them during this than any other time of their lives, and in the face of this the old teaching told us to keep them hungry. Is it any wonder that the hens did not lay;

that the youngsters did not get to standard weight or that poultry keeping did not pay? I repeat, feed your youngsters and your chickens will always be ready for the table or market and show you better returns than ever before.

A pullet or well-matured cockerel represents the combination of a very small chicken, quite a large amount of feed, and some other conditions. When we stop to consider the size of a chicken when hatched, weighing as it does, only about one and one-half ounces, and when matured from ninety to two hundred ounces, we realize how much they must depend upon their feed to mature properly. The right conditions are essential, but not very hard to provide. Feed, the balance of the combination is simple. Hen-reared chickens, when running at large with the mother hen, are fed a continuous stream of bugs, worms, grains, seeds and grasshoppers from daylight to dark. There is no interval of fasting, only brief, warm-up recesses or naps; the entire day is spent in trying to "fill up."

## MARCH.

Don't go into the poultry business if you think you can make a success of the business and half feed your flock. The hen's body wants come first; if there is any surplus it is made up into eggs. It is up to you to provide the surplus.

By figuring out about how many broods of chicks there will be, and counting over the coops, building more if necessary, and having them placed where they can readily be reached at time wanted, a good gain will be made, and there will be no need of rushing around looking for a coop when other work is pressing, or else using the handiest thing for the hen and her chicks and losing many in consequence.

Following a hard winter this is the month of poor hatches from stock that has been fed upon poor feed and partially smothered all winter in glass houses. Such stock needs a few weeks' exercise in the open air to get thoroughly alive again.

Test out the infertile eggs from the incubator, carefully throwing out all the "veiny" ones, saving only those that are absolutely clear. You will find these perfectly good for cooking purposes or saleable to bakeries.

Set all the broody hens that come along this month. Keep the incubator full. Swap the eggs out from under the hens into the machine after they have been going ten days. The machine will finish them up better than the hens and deliver more chickens with no lice. An incubator and the hens working together make a splendid combination, beats either one working alone.

Brains are needed as much as capital in the poultry business.

As a rule the eggs from hens that did heavy laying during the winter will not be so fertile as eggs from hens that made but a fair showing.

If you ship eggs for hatching, use the best and lightest package.

Alfalfa makes splendid litter for brooders and runs for early chicks, always sweet and not expensive.

Early January hatched broilers can now be marketed as the demand for this month does not call for them to weigh over three-quarters to one pound each. Market limited as to number required.

Pullets gotten out this month will give results in the fall.

Cockerels March hatched, caponized, sell at good prices for roasting chickens during August and early September. This month is usually the year's lowest point for prices on eggs.

Save every bit of sour milk you can for the poultry. They will make as good use of it as any creature on the farm.

Healthy chickens live unless abused. Healthy hens lay eggs that, if not abused, hatch healthy chickens. Now it is up to you; if you are losing chickens, why? Are you abusing them, or did you abuse the old stock? Abuse may come in two forms—neglect or over-attention—trying to keep your birds too warm in winter, feeding improper feeds, etc. You may be keeping your incubator too warm, not running your incubator properly. There is a reason for the death of every chicken. Try and see this year if you cannot cut last season's mortality down one-half.

Get the spring coops and fittings cleaned up and in working order. Chickens will soon be plenty and time scarce.

A variety of grains should be used at all times to secure the best results, either with growing stock or laying hens. When confined to a restricted ration, young stock do not fill out well, are more subject to disease, and fail to reach the size that they would attain if fed liberally upon a carefully balanced mixture. Laying hens are more subject to disease; acquire pernicious habits of egg eating, feather pulling, etc., simply as a result of the natural craving of an appetite unsatisfied. Given a carefully balanced ration, they acquire none of these bad habits, and show their appreciation in full baskets of strong, fertile eggs throughout the year.

An egg is the product of a very wonderfully developed and sensitive organism, containing the nucleus of undeveloped germs for generations upon generations to come. This action of the generative organs is a very heavy drain upon the hen's system; nothing parallels it in nature. A milch cow is an approach, but she is not drawing on her reproductive organs as often as in nature, but the hen has, by man's careful manipulation, increased her reproductive capacity many times over since becoming a servant of mankind. This saps her vitality and we can only hope to keep her wonderfully made machinery in operation without interruption or breakdown by placing within her reach an abundance of such food as she likes.

## APRIL.

Proper feeding is what puts those nice, plump broilers and roasters on the market and gives us the big, hardy pullets that lay all winter and in the spring produce the kind of chicks that are bound to live if given half a chance.

Cull your flock closely. Market everything that is not making valuable use of every kernel of grain it eats. Don't house any loafers. Get them into money.

If not intending to use broody hens for setting, break them up at once. Have a comfortable, cold, airy place where they may be shut up until they are over the brooding fever. Don't let them waste time on a nest. Get them to laying again.

A good garden, a flock of hens and you can cut your grocery and provision bill in half, and begin to live where you only existed before.

Get the breeding stock out of doors, give plenty of room; not too many females with your males. About one male to ten females.

If you have previously lacked the nerve, take all the windows out of your poultry house this month, provided, of course, that they are all in the south side and no draughts on the roost result. Don't put them in again.

Better caponize the cockerels if intended for roasters. Place in fair sized yards or let them run at large, and feed and feed hard. These chickens are going to be worth thirty cents a pound in June and you cannot afford to have them stand around a minute waiting for the feed to come. The more they eat, the better the profit; skimping the food doesn't pay.

There never will be too many good poultrymen; don't be afraid of that. Be one of the best.

Let a few of the hens hatch a clutch of chicks, if you have no incubator; set them the second time, it rests them.

January and February hatched broilers are now selling well and prices during the month should be at the top. If you think there is more money in them as broilers, let them go now, if they are large enough. The market calls for larger broilers this month than in February and March and wants still larger sizes in May. Always give the party paying the bill what they want—if they call for two-pound broilers, do not send one and one-quarter pound, or you will lose in price.

This is one of the best months to hatch pullets for middle fall and early winter laying. Get out all you can.

Don't throw away that setting of eggs simply because the hen left the nest and they got cold. Unless they have been exposed to freezing temperature for 24 hours, in many instances the hatch will come along as if nothing had happened, if you put another hen on and let her finish the clutch.

Try this year and have a nice lot of five or six pound soft roasting chickens to sell during the Christmas holidays.

Use all the poultry manure in top-dressing the grass land or on the garden plot.

We do not wish to discourage any of the crops of the farm, but we are sure that selling the milk to contractors is not good farming. We are positive that one-fourth of the capital invested in poultry will pay more profit and rapidly increase the fertility of the soil, while selling the milk has the opposite tendency, and entails an endless amount of hard labor from which proper returns are not forthcoming.

Broilers are in better demand during the last part of April and first of May than at any other time of the year.

February chickens should be weaned from brooders and placed in colony houses this month.

This is a grand month to hatch out your fall layers.

## MAY.

There is only one way to feed poultry if you would make a success of the business; feed them with the right kind of feed from "hatch to hatchet."

Nothing but lice will cause the old hen to leave her eggs when she has settled down.

Setting hens are lice breeders. This is one reason why the incubator is to be preferred for hatching chickens.

The chickens are free from lice to begin with, and it is not such a difficult matter to keep the lice in subjection.

A good many coops of poultry go to market in a crate that weighs as much again as the birds. Express costs just as much on the coops as on the birds.

Whitewash the chicken coops and disinfect the hen houses; disinfect at least once a week, and continue through the hot months to come.

Stop the red mites before they get started—prevention is better than cure.

Outdoor brooders must be kept under a shed or some kind of sun protection to maintain the even hover temperature desired. In teaching young chickens to run in and out of outdoor brooders regularly, use sod or a pile of dirt for them to run up and down on. Also when building their first yards make them (A) shape with the apex in the end at the opening of the brooder, then the chickens will have no corner to bunch up in during the bright sunshiny days and their education takes much less of the attendant's time.

If you are through hatching, break up your pens and market the old cocks all but the very choice ones that you are expecting to use another year. They are a nuisance with their quarrelsome habits and are a continual bill of expense.

Be liberal with your estimate and have chickens enough and to spare. If you have twenty-five per cent to spare when filling your laying houses they will always find a ready sale, and this gives you an opportunity to cull closely and reserve only the best for yourself.

Try marketing your birds alive. We don't know of a more nerve-racking job than picking a lot of broilers without tearing the skins. Many times you can get as much for them alive as you can get for them dressed. The labor saved is a big item.

Broilers are going down in price and the market is calling for larger birds, two and one-half to three pounds each, this month.

March-hatched chickens should now be leaving the brooders and if they have been properly hardened, will take quite airy roosting coops.

Be careful of them on cool nights when first put out; see that they do not pile up and smother one another.

Don't let the rats get a foothold.

January and February chickens intended for early market should have grass runs and feed before them during the balance of their lives.

## JUNE.

Thousands of women are engaging in live poultry keeping, finding it a sure and profitable method of making money.

If you want to use brooding hens, this and next month are good months to set them. They will raise a greater percentage of chicks during the hot weather than brooders, and if allowed to take their own course, will raise these and go to laying again during August and September, when eggs are paying a good profit. She will be found to do good work during the hot months in brooding chickens. Give her a corn field, orchard or patch of weeds in which to grow her family, and she will nearly pay for herself before cold weather gets her.

Remove males from breeding yards as soon as season is over. Keep the best for another season. If you have three or four, put all together in an open yard on a good hot day at noon time and in a few minutes they will find the master and all future disputes will be referred to him for settlement. Keep them by themselves until wanted for breeding pens.

Begin to work off the less valuable and more broody of the old hens.

Look hard for lice. Don't let the bugs get a start.

This is a good month to caponize.

Market all the broiler stock on hand.

Prices are still good.

If you are through with the incubators, give them a thorough cleaning, remove the old wicks, empty the oil out of the lamps, then store the machines in a dry place until next season.

Don't be afraid to give the chicks all the sour milk they will eat. Good for them. If there is anything better, we have never found it.

Have a closely woven wire door to your chicken house and don't forget to close it at night, or some rat, skunk, owl, fox, cat, mink or weasel may deplete your stock.

When dressing poultry be careful to cool the carcass properly, else it will heat and result in loss. Cool well, keep well, is the rule.

Milk (skimmed, sweet or sour) is one of the best feeds for growing chickens and it will pay double the profit when turning into poultry that it will when fed to pigs. Give it to those youngsters to drink.

The deadly louse is at work.

Have you provided shade in the runs?

Look out for rats. Do not allow them to have any hiding places near the coops.

From June 1 to July 4 is the top of the market for roasting chickens. January and February roasters, capons and pullets should all be turned into money while the price is at the highest point. Here is where I think the roaster has great advantage over the broiler. These same chickens in April were broiler size and would not have sold for a great deal more per pound that month and were weighing only two pounds each. They now weigh four to five pounds each. No mortality and a handsome margin.

The days begin to get hot; see that the brooders are in the shade; that the chickens have shade also, that they all have abundance of water and green food. Both are cheap and almost equally important. One-third of the growing chicks' living will be from green food if given a grass run, and how much cheaper; the gain on this ration is easy to figure.

## JULY.

The demand is for heavy chickens and heavy fowls. Get busy, buy large male birds; use larger females in your breeding pens; feed all through the growing period, and you will increase the average weight of your flock, one to two pounds each. Think what this means to you when marketing.

Spread the growing youngsters out over the hay fields this month after the hay is cut and you will lose nothing, next season's crop will be better for it, and if you lose some of the second crop it will be much better fed to the chickens than to any other farm animals.

Do not think that the chickens can live on grasshoppers, give them all the feed you can get them to eat, with the grasshoppers as an extra.

Stuff the old hens that are almost through laying with feed and corn. You can easily add a pound each to their weight and get more eggs from the change of diet.

Look out for mites in all your new coops and houses. Also in the old ones, but they seem to thrive better in the new wood.

Women make the best of poultry keepers and all find the work interesting, pleasant and very profitable. My way removes all doubt of success.

Keep the house as cool as possible.

Shady nooks are relished by the hens.

The most profitable hens, as a rule, are not the stylish ones.

Keep on fighting the army of lice.

Lice like to hide away under the ends of the roosts. Every time

you spray, lift the roosts and give the pests a dose that will drive them out for good and all.

There ought to be a law forbidding over fifty chicks together.

Be careful in gathering eggs; don't let any suspicious ones get mixed in. One bad egg is enough to put a question mark on the whole week's production, and may lose a customer.

Renew the nests frequently.

Don't dry feathers under the direct rays of the sun; put them in the shade where the air is dry and warm.

After this season of the year it is a good thing to send broody hens to the market.

July is termed a late month for hatching laying pullets, but if you have not ample stock by all means get out enough to make good. If these chickens are given as good care as outlined for June chicks, they will mature in January and February and make the best of summer and early fall layers. It is useless to expect the early hatched pullet to keep laying all winter and spring and still keep at it through the hot weather. Really, these late pullets are nearly or quite as profitable as the early ones, for they lay splendidly during August, September and October when fresh eggs bring good prices, and at very small cost. Do not despise the late chickens.

Let the March chickens have plenty of roomy roosting coops. Keep the feed always within reach.

About this time, put the caponized males in yards fifty feet square for fifty birds, push them with fattening feed and plenty of meat scraps with liberal feeds of corn and barley and wheat.

Do not hold cockerels intended for market too long. Remember, as a general thing the price per pound is going down after they reach this size and it is up to you to get your money out of them at the earliest opportunity.

For instance, a 5-pound chicken sold in August will usually bring eighteen to twenty cents per pound, while if the same cockerel is kept until November, then weighing six pounds, he will be hard and not worth twelve to fifteen cents per pound. In other words, you have lost three months feeding by holding.

## AUGUST.

See that the growing stock has plenty of room to expand. Be sure that every chicken you own has plenty of elbow room to grow in and see that he is never overheated after nightfall. This is a bad month for crowded quarters. Often the seeds of next winter's crop of roup are sown in this month, simply by keeping the youngsters crowded into quarters about the right size for one-fourth the number. Results: The chickens are too hot at night and take cold by getting out on a chilly morning in September and waiting round for the sun to warm them up.

It is somebody's fault if the little summer chicks are dying. The tender little fellows cannot withstand heat and lice combined. Protect

them from the sun and get after the lice.

The old rooster crows well, but he is a tyrant. Either sell him or get him away from the laying hens some other way. He pesters them so that they cannot do their best.

Remember, that I have experienced about all the poultry troubles in the calendar.

When the poultrymen all find out that the first year of a hen's life is the most profitable, they will begin to market their old hens as fast as they start moulting. They should push them hard the first year, then buy or raise pullets to take their place. Early moulters are frequently slow moulters, taking eight to ten weeks for the process, while the late moulters will get through in half the time. All the old surplus stock should now be marketed. Getting on to moulting time, and the egg crop is gradually dwindling.

Leg bands will be found valuable in marking your birds.

August is a good money-making month. Prices of poultry are at good paying figures; eggs bring better returns and chickens hatched this month make splendid roasters during February and March.

August-hatched pullets will be found rather more profitable if turned for market than kept as layers.

Shade, green stuff and plenty of water are all very essential for August chickens of all ages and sizes. Keep the different sizes by themselves, we must help them all we can and let them have their share of the "fat of the land."

Begin to market the old hens as they stop laying. Be sure that they are good and fat.

This is a bad month for mites.

Keep a cat or two about the poultry houses; they can be trained to let the chickens alone, and will save what trouble they cost many times over in keeping out rats and mice, the most troublesome vermin with which poultrymen have to contend.

Poultrymen need plenty of houses.

Their prosperity depends upon plenty of room for growing chickens and old stock at all seasons.

Most of the failures in poultrydom can be traced back to crowded quarters. Birds that are crowded night or day, kept in hot brood coops or tight houses soon wilt away with colds, roup and canker.

Now keep your birds healthy and you will prosper. Divide your flock, give the youngsters more elbow room. Most beginners in the business build too expensive buildings. They would have much better success if they covered double the space with the same money. Cheap, roomy, airy houses spell success with poultry.

I wish every one keeping poultry realized how anxious I am to have them succeed and how deeply I feel the fact that poultry possibilities are little dreamed of by the average reader.

I try to keep all my writings free from "fairy tales" or a single over statement that will tend to mislead any one. In so doing I some-

times think I overstep the other way and do not paint the picture as highly colored as it deserves.

I do not tell you that \$10, \$20 or \$50 can be cleared on every bird kept, and that all you need is a dozen fowls in your back yard to become independent, but I know that there is no industry for the farmer, the suburbanite or the backyard that will begin to pay the profit for time and trouble expended as can be had from poultry.

## SEPTEMBER.

I repeat my last month's warning; keep the chickens cool nights, do not let them pile up or sweat, see them personally and provide plenty of room. Get them out of the trees as soon as the nights get frosty, put them in winter quarters, but keep the house cool.

Prepare the hens now for fall and winter laying.

Prepare the pullets also.

LEG BAND.—Keep track of the different lots of cockerels, and your different breedings by a system of banding the birds.

I do not advocate warm poultry buildings, but I do insist that they must be dry and free from draft.

Now the July pullets of last year will give a nice yield of eggs at prices that pay handsomely. Let them stay in the house until summer; in fact, after they go into winter quarters never let them out of the house again, and you will get more eggs.

Begin to get things pulled together for winter; it is some ways off but will soon be here. Get the regular fall cleaning done and by the latter part of the month have everything ready for a quick shift if there is need. More birds start in the wrong direction and toward a winter sickness in September than in any other month. Keep up a spraying. Feed every atom they will eat.

Get the capons to market, for prices are now on the downward scale and it does not pay to hold them once they are in condition.

March pullets should be laying this month.

Keep working off the old hens, watch your flock of growing youngsters. If you find a number that lag behind the others, put them by themselves and see that they have a little better chance.

Have your houses all cleaned out, and put in six inches of clean sand or loam.

Keep the hens happy and healthy. The contented hen fills the egg basket.

September hatched chicks should be brooded in out-of-door brooders. Each brood of chickens from one year's end to another should have a new spot of land to grow on, but this is particularly true of late or hot-weather hatches. Be sure all roofs over your plant are tight; if not make them so. Change the sand or gravel before the fall rains, and whitewash or disinfect all winter quarters.

To get the maximum number of eggs from the amount of birds, confine them in small lots of from twenty-five to thirty, allowing them

three or four square feet floor space to each bird. See that they get a liberal amount of pure air through one opening in the south side at all times, night and day, winter and summer. Do not let them out of the house during the winter.

## OCTOBER.

Gather the leaves for litter. The farmer will have some cabbage that did not head up good. It is just what you want. Spread it on the north side of the house and cover with about a foot of old hay or leaves. See that your house is banked up around the bottom so as to avoid drafts.

All your birds should be in winter quarters this month. The earlier March hatches should have been under cover last month and should now be laying quite steadily. It is always better to house them a month or six weeks before they begin to lay; for fall laying is against nature's laws and on the slightest provocation she steps in and puts an end to the unnatural production and it is hard work to regain the ground lost.

Be sure all of the chickens are out of the trees before the cold rains start in, and when changing birds from the trees into the houses, see that the houses are as cold as they can be kept during the nights without having draughts striking the birds on the roosts.

Take your window out of the poultry house; substitute waterproof sheeting or muslin; your hens will thank you for it,—more eggs,—better health.

Select next season's breeders now, and choose the ones that have made the most rapid growth as youngsters, i. e., the ones that have reached four to five pounds' weight in the least number of days and at that weight would have presented an attractive carcass dressed.

See that they eat as much bulk of mash as of the scratch-feed, and if they show too much partiality for the scratch feed cut it short for a few days until they are eating the mash freely.

Some chickens grow one end at a time and during their early days are sometimes all legs, while they mature into quiet, well proportioned stock; then again some of them have the appearance of standing still and making little progress for a month or more, when they shoot ahead again. All these should be weeded out, and a quick-growing, hearty-eating bird that was well proportioned at four or five pounds chosen. This does not mean the undersized, small, precocious chap that gets "cocky" when very young. These are the very ones that you should avoid, for they will run the size of your stock down very rapidly if bred from. Choose rather the male bird that does not discover that he is a male until six or seven months of age. He has been busy putting bone and muscle together and he will make the right kind of chickens.

In most parts of the United States poultry should be in winter quarters and everything snug and in shape for the cold winter which is now liable to come at any time. The secret of success is proper feeding and cleanliness. Keep up their appetites and keep down the vermin.

Get all the surplus stock and all the odds and ends marketed. Keep only what you can properly feed and care for.

## NOVEMBER.

Be sure every old hen is marketed before this month is out unless you want them for breeders another season.

Watch for draughts in the house.

The hens are keeping union hours now. They say the way to a man's heart is through his stomach. You must jolly the hen the same way.

One of the best helps toward keeping the quarters warm in winter, at a nominal cost, is to have the floor well littered to the depth of from three to six inches with dirt, cut straw, hay or leaves. This protects against loss of heat and prevents cold currents from below, and may also be used in which to scatter the grain to keep the fowls active.

November is a month of long nights and short days; while during the summer months the birds are on the roosts eight hours or less and are busy eating the other sixteen, now the reverse is the rule and they should not be kept waiting a minute for the owner or attendant to feed them. Keep feed always there, and as soon as it is light enough they can begin filling up, and naturally they are at it from morning until night. No chance for a feast, then a famine, as under the old system. This is why results are so much more certain with me.

Never allow any one or anything to scare the chicks or fowl. The people who are on intimate terms with their poultry so that they can pick up the hens at any time are the ones who get the large egg yields.

Choose the breed according to your fancy, if you will, and then stick to that variety. Continual changing has never made a successful poultryman.

Stop up the cold draughts, but do not keep the fresh air out of the poultry houses. The poultry will stand almost any degree of cold, but draughts mean sure trouble.

Better gather your eggs for hatching several times a day; during this kind of weather eggs quickly chill.

Try to out-distance your neighbor in raising poultry next spring; but do it in a friendly way, don't boast about it.

Push everything to market early this month as the late holiday markets are seldom satisfactory.

July and August chickens should be pretty well feathered out and able to care for themselves if properly housed.

Eggs bring long prices this month.

## DECEMBER.

Mid-winter is here, but alfalfa is good feed; see how well chicks like it in the bottom of the brooder.

Not much room needed for poultry keeping in your back yard.

Mark your hens with leg bands and avoid trouble with your neighbors.

In selecting breeders for the broiler or roaster that is to be hatched next month, choose the male as per suggestions in October, and select females that are of good size, hardy, vigorous breeders, birds that from the shell up have never known what it was to lose a feed. I strongly favor the large varieties for all purposes for they lay as well and make much better poultry than the smaller breeds. Select hens, yearlings, that are well through the moulting and about ready to lay, or pullets that have been well matured before starting to lay, thus insuring good-sized eggs, mate not over six to ten females with a male that has been kept away from all females until this time, and the chances are you will get eggs that will hatch those strong, rugged chickens that will live through tornado, earthquakes and blizzards.

Be careful about shutting your house up too tight. Keep them open enough so you won't get any frost on the roof.

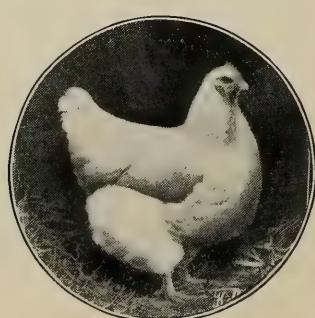
December and January hatched chickens mature in June and bring the highest prices for the year.

Keep an egg record. Try and have an intelligent idea of what your poultry costs you and what it returns. Don't bother with hot feeds. Drinking water may be warmed, but should not be hot. Keep the birds busy scratching.

Back yard poultry keepers have a great advantage in some ways over the more fortunate farmers who are farther away from market. I have frequently noticed that there was a constantly increasing demand for strictly fresh eggs, and the man or woman who takes up poultry keeping in the thickly settled communities may rest assured that the surplus eggs he has to dispose of will bring five to twenty-five cents more per dozen than the wholesale prices.

Chickens can be kept in a very little space in a shed in the back yard. You can buy a few dozen well developed pullets and need not raise any chicks unless you like. No chickens being raised, no male birds are kept and the neighbors have no complaint to make of his early morning crowing.

It will be found in most cases that the table waste from an ordinary family will furnish the living for three dozen hens. With the premium the neighbors so willingly pay for eggs "right out of the nest," and this saving in the feed cost, I am safe in saying that from \$3.00 to \$8.00 profit can be realized on each laying pullet.





VIEW ON THE KELLERSTRASS FARM, KANSAS CITY MO.,  
HOME OF THE CRYSTAL WHITE ORPINGTON

USE MY WAY AND YOU CAN RAISE THESE BY THE THOUSANDS

## How I Made Three Thousand Six Hundred (\$3,600.00) Dollars in One Season From Thirty Hens on a Lot 24x40.

Now, at first sight the above seems absurd and looks like an impossibility, but that it has been done by me no one dare dispute, after I have been willing to give the names of the persons who paid me the money, which in itself is an evidence that no one can dispute.

The possibilities in the poultry business are so great that no one can predict the future. I myself say almost every day—there is no telling how much money can be made out of the poultry business with the proper amount of care, breeding and energy.

Now, the thirty hens referred to above were in my thirty dollar mating yards in the spring of 1909, as per my mating list of that season. I sold these eggs at \$2.00 each. Now, why did I receive \$2.00 each for these eggs? Because they were worth it, and you must remember that nearly all of these eggs were sold to breeders of chickens, and a breeder wants the best—no matter what they cost—where the new beginner usually wants the cheapest, and that is why he does not succeed.

Why were these eggs worth \$2.00 each? Because they came from the choicest breeders from my whole entire flock, which took care, work and scientific breeding to produce, and the breeder, unlike the new beginner, would rather pay a good price and get started at once with good stock.

Now, no matter how small you start, if you start with good stock you are bound to produce good birds which you can dispose of readily at a good price.

The above thirty hens were placed ten in a yard 8x40, right here close to my house, with one of my best male birds in each yard. Three times each day when I got up from the table I gathered up the scraps and went out and fed these thirty hens. There are six persons in my family and there were always plenty of scraps for these thirty hens. Now, why did I feed these thirty particular hens the table scraps? Because it is food that no poultryman can buy, and it is the best in the world for egg production, as well as for fertility and vitality. The little potato scraps, meat scraps, vegetables, bread crumbs, celery tops, radish tops and onion tops—why, there is no grain or manufactured food in the world that

will beat it, and that is the reason why so many *people living in the city* get so many eggs and good results from a few chickens. Why, if I could feed my whole entire flock the table scraps I could show results that would surprise the world. These thirty hens received but very little grain. Once in two or three days I would throw in a little grain, but only to stimulate their appetites.

You must also remember that besides selling \$2,048.00 worth of eggs from these thirty hens, I hatched several hundred of their eggs myself, and at the same time I returned money to parties, telling them that I could not fill their orders, because I was bound to save out enough eggs for my own breeding purposes, and at the same time I was selling thousands upon thousands of dollars' worth of eggs from my other stock at \$10.00 per setting of fifteen eggs, this being the cheapest price I had that season, and returned money every week for orders that I could not fill. I simply mention this to show you the possibilities in the poultry business.

Now, the exact results from these thirty hens from September 1st, 1908, to June 20th, 1909, were as follows:

Thirty hens made an average of \$68 each in ten months from eggs alone. These thirty hens laid, between September 1st, 1908, and June 20th, 1909, four thousand and thirty-three eggs, averaging one hundred and forty-one eggs each in a little less than ten months' time.

Now, I sold one thousand and twenty-four of these eggs for \$2,048.00, leaving me three thousand two hundred and nine eggs for my own use. In other words, I kept three-fifths of the egg production for myself and sold two-fifths of the egg production for \$2,048.00. Then, after duplicating the infertile eggs and sorting out I raised four hundred and eighteen birds myself from this mating, and I never sold a bird for less than \$5.00, which can be verified by all my customers.

Four hundred and eighteen birds at \$5.00 each, \$2,090.00; \$2,048.00 worth of eggs sold—total, \$4,138.00, allowing \$538.00 for labor, advertising and other expenses, leaves me a net profit of \$3,600.00. If you are interested, I can furnish you the names of these persons who bought chickens from me at \$5.00 each.

Now, the average person will say—how can I get the high prices for my stock and eggs that Mr. Kellerstrass gets? Simply by raising good stock and advertising it. If you will note there is one item of \$538.00 for labor, advertising and other expenses. Most of this \$538.00 was spent in taking the birds to the shows, and in that way they were advertised. Whenever people find out that you have good stock they are willing to pay the price, whether it is for fresh eggs, for broilers, for breeding stock or show stock. There is always a big demand for a first-class article at a good price.

The following are the names and the addresses of the persons who paid me \$2,048.00 for the eggs from the above thirty hens.

Names of people who bought and paid \$2.00 apiece for eggs from thirty special hens in yards 1, 2 and 3, between September 1st, 1908, and June 20th, 1909:

C. A. Anderson.....	Spokane, Wash.	15	eggs	\$30	matings	—\$30.00
C. C. Allen.....	Kenosha, Wis.	“	“	“	“	30.00
Thos. F. Burns.....	Colorado Springs, Col.	“	“	“	“	30.00
J. S. Brady.....	Parker's Landing, Pa.	“	“	“	“	30.00
I. M. Bellinger.....	Mohawk, N. Y.....	“	“	“	“	30.00
Ed Biederstadt.....	Madison, Wis.	“	“	“	“	30.00
George Birk. ....	Hamilton, Ont., Can..	“	“	“	“	30.00
P. F. Bartlett.....	Grafton, W. Va.....	“	“	“	“	30.00
P. L. Crukshank.....	Denver, Colo.	“	“	“	“	30.00
Mrs. M. H. Crawford.	Shepardstown, W. Va.	“	“	“	“	30.00
A. S. Crotzer.....	Lena, Ill. ....	“	“	“	“	30.00
A. D. Dumenil.....	Bartlesville, Okla. ....	“	“	“	“	30.00
Chas. Emmerick. ....	Dayton, Ky. ....	“	“	“	“	30.00
T. M. Ellis.....	Rockford, Ill. ....	“	“	“	“	30.00
W. E. Etzensperger..	Willoughby, Ohio. ....	“	“	“	“	30.00
J. A. Filcher.....	Sacramento, Cal. ....	“	“	“	“	30.00
Mrs. R. M. Good.....	Chariton, Iowa. ....	“	“	“	“	30.00
Moses B. Griffing.....	Shelter Isl. Hts., N. Y.	“	“	“	“	30.00
Sig. Goodfriend. ....	Anaconda, Mont. ....	15	“	“	“	30.00
C. D. Gabel.....	Burlington, N. D....	“	“	“	“	30.00
Chas. Gabel. ....	Hawkeye, Iowa. ....	“	“	“	“	30.00
Thomas E. Hunt....	Blue Island, Ill. ....	“	“	“	“	30.00
John W. Hall.....	Northfield, Minn. ....	“	“	“	“	30.00
Mrs. M. D. Harris...	Richland, Iowa. ....	“	“	“	“	30.00
David Hill. ....	Salina, Kans. ....	“	“	“	“	30.00
Mrs. J. H. Harnley..	Zion City, Ill. ....	“	“	“	“	30.00
W. R. Kendall.....	Independence, Mo. ....	“	“	“	“	30.00
T. E. Lockridge.....	Liberty, Ind. ....	“	“	“	“	30.00
B. S. Long.....	Little Sioux, Iowa....	“	“	“	“	30.00
Dr. C. C. Meredith...	Pittsburg, Pa. ....	“	“	“	“	30.00
J. L. Mitchell.....	Farmington, Utah. ....	“	“	“	“	30.00
Walter Miller. ....	Waynesburg, Pa. ....	“	“	“	“	30.00
F. A. Maibaugh.....	Liberty, Ind. ....	“	“	“	“	30.00
Dr. A. G. Manns....	Oconomowoc, Wis. ....	“	“	“	“	30.00
C. L. Minnot.....	Jeanerette, La. ....	“	“	“	“	30.00
Mrs. Clara Moore....	New Bloomfield, Pa. ....	“	“	“	“	30.00
L. O. Miller.....	Philadelphia, Pa. ....	“	“	“	“	30.00
T. W. Nichols.....	Portsmouth, Ohio. ....	“	“	“	“	30.00
J. Boyd Pantlind....	Grand Rapids, Mich. ....	“	“	“	“	30.00
J. M. Phillips.....	Minden, La. ....	“	“	“	“	30.00
J. K. Pollock.....	New Castle, Pa. ....	“	“	“	“	30.00
J. E. Richardson....	Shreveport, La. ....	“	“	“	“	30.00
Herbert C. Ryan....	Sault S. Marie, Mich. ....	“	“	“	“	30.00
Mrs. J. L. Richardson.	Nevada, Mo. ....	“	“	“	“	30.00
J. H. Snyder.....	Burns, N. Y. ....	“	“	“	“	30.00

Mrs. J. W. Thomas . . . . .	Strathcona, Alb. Can.	"	"	"	"	30.00
H. C. Williamson . . . . .	Memphis, Tenn.	"	"	"	"	30.00
Sidney L. Wright . . . . .	Germantown, Pa.	"	"	"	"	30.00
Ralph E. Woods . . . . .	Shelton, Neb.	"	"	"	"	30.00
Paul E. Hatch . . . . .	Plano, Ill.	"	"	"	"	30.00
J. H. Barnes . . . . .	Garfield, Wash.	8	"	"	"	16.00
L. C. Bolick . . . . .	Brighton, Tenn.	"	"	"	"	16.00
Eliza M. Chatfield . . . . .	Seymour, Conn.	"	"	"	"	16.00
Dr. J. B. Crist . . . . .	Golconda, Ill.	"	"	"	"	16.00
Dr. R. S. Dombaugh . . . . .	Waldo, Ohio	"	"	"	"	16.00
F. R. Dunn . . . . .	Fruitvale, Cal.	"	"	"	"	16.00
Dr. F. C. Frisbie . . . . .	Equinunk, Pa.	"	"	"	"	16.00
C. H. Ferran . . . . .	Toccoa, Ga.	"	"	"	"	16.00
E. M. Faust . . . . .	Youngstown, Ohio	"	"	"	"	16.00
M. B. Glotfelty . . . . .	Sharpsburg, Pa.	"	"	"	"	16.00
Chas. B. Garrison . . . . .	Fairfield, Iowa	"	"	"	"	16.00
O. S. Greenwood . . . . .	Malden, Mass.	"	"	"	"	16.00
W. F. Gerhart . . . . .	Pocahontas, Iowa	"	"	"	"	16.00
C. W. Gillam . . . . .	Windom, Minn.	"	"	"	"	16.00
J. W. Hirst . . . . .	Woodriver, Neb.	"	"	"	"	16.00
P. J. Harllee . . . . .	Chattahoochee, Ga.	"	"	"	"	16.00
E. C. Hoffman . . . . .	Wheeling, W. Va.	"	"	"	"	16.00
Rev. A. A. Jasper . . . . .	Augusta, Mo.	"	"	"	"	16.00
W. H. Kildow . . . . .	Tiffin, Ohio	"	"	"	"	16.00
Edwin J. Leonard . . . . .	Elkland, Pa.	"	"	"	"	16.00
W. H. Morris . . . . .	Knox, Ind.	"	"	"	"	16.00
Jas. T. O'Brien . . . . .	Cascade, Iowa	"	"	"	"	16.00
Mrs. W. A. Richards . . . . .	Denton, Texas	"	"	"	"	16.00
Lorenzo Rogers . . . . .	Aiken, S. C.	"	"	"	"	16.00
S. S. Spencer . . . . .	E. Cleveland, Ohio	"	"	"	"	16.00
Chas. F. Sherrard . . . . .	Ladd, Ill.	"	"	"	"	16.00
C. S. Simpson . . . . .	LeClaire, Iowa	"	"	"	"	16.00
L. K. Thompson . . . . .	Princeton, Ill.	"	"	"	"	16.00
Mrs. Mary Zastrow . . . . .	Amhurst Jct., Wis.	"	"	"	"	16.00
L. C. Zeak . . . . .	Hibemia, N. J.	"	"	"	"	16.00
A. B. Bryan . . . . .	Danielsville, Pa.	"	"	"	"	16.00
A. B. Collins . . . . .	Yates Center, Kans.	"	"	"	"	16.00
W. D. Stoyer . . . . .	Schuylkill Haven, Pa.	"	"	"	"	16.00
Alice K. Williams . . . . .	South Omaha, Neb.	10	"	"	"	20.00
<b>Total . . . . .</b>						<b>\$2,048.00</b>

The above is a record that no breeder in the world can show, barring none. Mr. Grant M. Curtis, editor of the Reliable Poultry Journal, wrote a personal letter to each one of the above parties to satisfy himself, and then stated that it was the most remarkable case that he had ever seen, and that it just showed the possibilities in the poultry business.



GETTING THEM READY FOR THE SHOW

### How I Prepare Birds for Show Room to Win.

Now, I can only tell you how I prepare mine. No doubt different breeders have different ways. But you must remember that in 1908, the last year that I showed, I won 90 per cent of all the premiums offered, besides winning the *sweepstakes at the Chicago Show for having the best bird in the show room, over all breeds, including the American, English, Mediterranean and Asiatic classes.*

Then I said that I had accomplished what I had worked for, and I have never shown since.

But the following season my customers, who bought stock and eggs from me, won seven hundred and thirty-eight first prizes. Certificates signed by the Secretaries of the various shows vouching for the above I have published at different times in the poultry journals.

Now, in preparing birds for the show room. About four weeks before the show, I go through my various flocks and I pick out my best specimens, bring them up to the conditioning house, and from day to day for the following two weeks I look them over and keep sorting them out until at the end of two weeks I have nothing but the very choicest, high-class specimens left.

Then I take a tub of warm water and some good, pure, white soap, and I wash the bird thoroughly, rinse him in another tub of clean water, then place him close to the stove and let him dry. When he is dry I put him in a small coop with nice, clean straw in the bottom, the coop having been previously prepared. I leave him there for one week, feeding and watering him regularly; then comes the final cleaning for the show. Always use soft water.

I get three tubs, set them in a row. In the first tub I have my warm soap suds, in which I give him a good scrubbing; then I give him a good rinsing in tub number two, in good, clean, soft water; then I

rinse him again in tub number three, which is clean water with bluing in it just the same as you would use in washing a white shirt, collar or a pair of cuffs. Then I rub him with a coarse towel until I cannot get any more water out of his plumage. Then I place him in a nice, clean coop with clean straw in it, next to a red hot stove. When he is about half dry I sprinkle corn starch—remember powdered corn starch—all over him; that will give him that nice fluffy appearance when he becomes thoroughly dry. But never allow your bird to sit down while he is drying, because if you do, his body and breast feathers will become ruffled and shaggy, and it will spoil his looks.

Now the bird is ready to be shipped to the show room. But you are not through yet. Oh, no! The finishing touch is to be put on, and that I do the first morning in the show room. I take a small finger nail file, or a fine piece of emery paper, and I rub and polish his beak and his toes. Then I take equal parts of alcohol and sweet oil and a small piece of flannel or woolen cloth, and I rub the above solution on his comb, wattles and feet, and it gives him that beautiful, healthy color so much admired by every one.

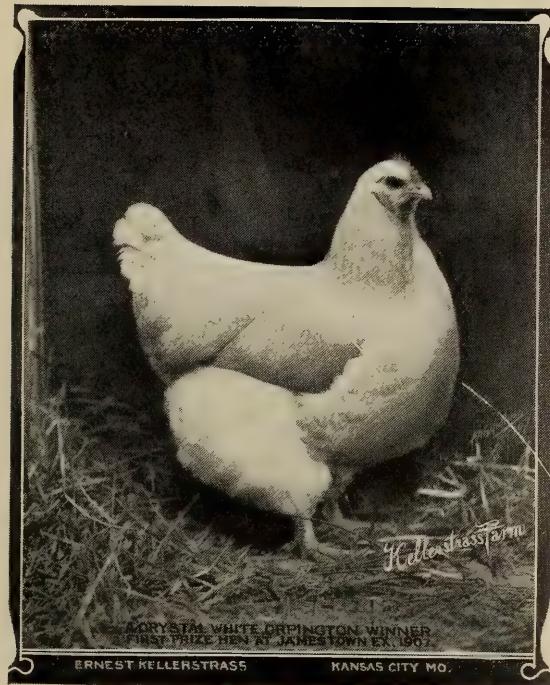
Now the above seems like a lot of work and bother,—but remember, when you go to the show room you go to win, and a few blue ribbons may mean thousands of dollars to you.

Now, this one article is worth one hundred times the price of this book to any poultryman, because I can say frankly it has brought me thousands upon thousands of dollars—knowing how to condition your birds so they will win.

As soon as you win a few blue ribbons, people will begin to inquire about the price of your eggs and stock, and you at once will find out that you can get \$5.00, \$10.00 and \$20.00 per setting for your eggs in place of having to sell them to the market for thirty or forty cents per dozen.

I say from experience you will never succeed in the fancy poultry business until you take your birds to the show room, and then place an advertisement in some good paper and you will find out how easy it is to make money out of the poultry business.

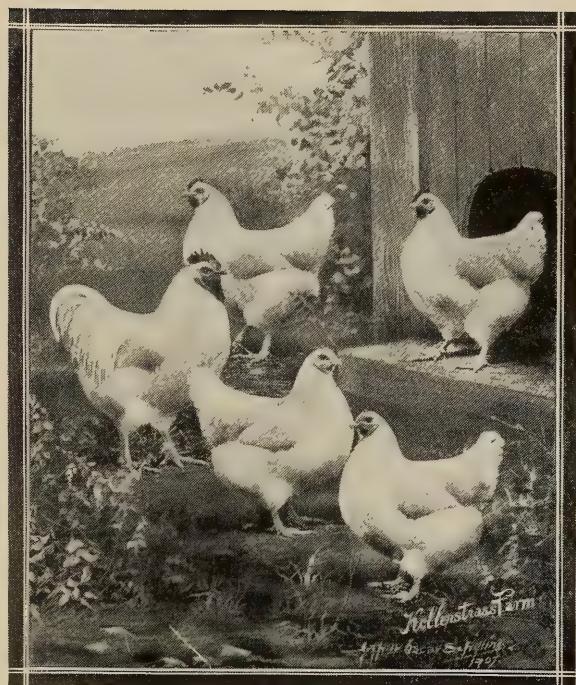
I sold a doctor in Pennsylvania his stock and eggs with which he started in the spring of 1908. The next fall he won blue ribbons at Pittsburg, Cleveland, Chicago and numerous other large shows. He visited my farm the next spring and told me that he had to return money almost daily; that all the eggs he had to spare he had sold at \$20.00 per setting of fifteen eggs, and that it was impossible for him to anywhere near supply the demand, and that it had beat any investment he had ever made.



ERNEST KELLERSTRASS

KANSAS CITY MO.

THE ABOVE IS A PICTURE OF MY FAMOUS  
\$10,000.00 HEN "PEGGY".



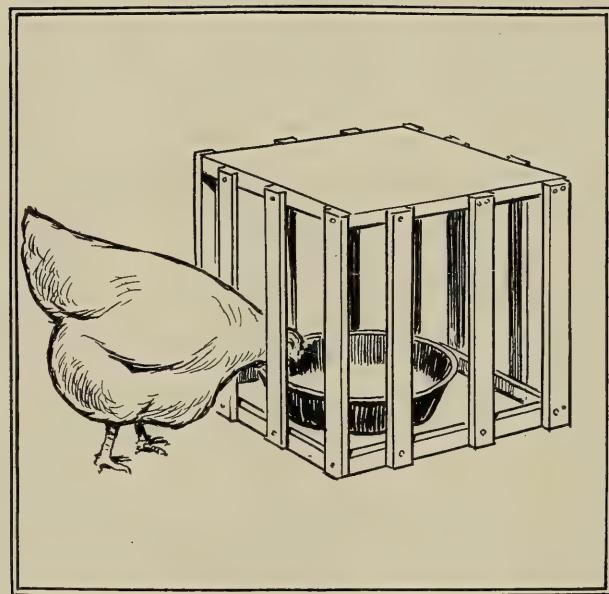
THE ABOVE IS A PICTURE OF A PEN I SOLD  
FOR \$7500.00

## How I Raised "Peggy," the Famous Ten Thousand (\$10,000) Dollar Hen, and the Famous Pen of Five Birds That I Sold to Madame Paderewski for Seven Thousand Five Hundred (\$7,500) Dollars.

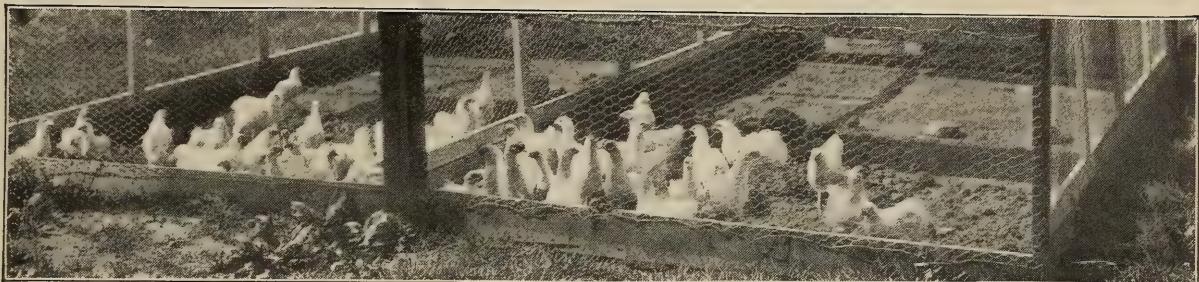
Now, I have had breeders ask me that question a thousand times—how I raised them? All I can say is that I raised them just the same way as I raised all of my other chickens. Go through your flock, study your birds all the time, every day in the year, every time you feed. When you see a good bird, pick her out, bring her up, put her in a small yard; watch her, study her, and see how near she comes up to the standard of perfection. When you get about eight or ten of that kind sorted out, put them in a breeding pen to the best male bird that you can find, one that is absolutely perfect, or as nearly so as possible, and you may rest assured you are bound to raise good birds. Will they all be good, you may ask; will they all be No. 1 birds? Remember, my reputation is at stake in this book, and for that reason I will tell you, No! As the old saying is, "There is always a black sheep in every family." It is the same in raising chickens, swine, horses, cattle or anything else. You are always apt to find runts, no matter how fine they have been bred. It is the same with the chickens, but if we breed from good stock we are not apt to find very many runts. I find runts occasionally in my best matings. Then again, I produce some fine birds once in a great while in our cheaper matings. A bird that is owned by a breeder in the East that I consider almost as good as "Peggy," came out of a \$10 setting of

eggs that he purchased from me. She won at some of the largest shows in the East last season.

Now, these are things that happen once in awhile, but common sense teaches us that like will produce like—ninety times in a hundred. Otherwise, it would be time wasted for breeders of horses, cattle, poultry, or anything else, to try and breed for perfection.



THE ABOVE IS ONE OF THE NICEST THINGS TO FEED OR WATER YOUR CHICKENS IN. JUST USE ANY KIND OF VESSEL, AND MAKE A SLATTED BOX TO SET OVER IT. THEY CAN'T WASTE ANY FEED AND IT ALWAYS KEEPS THE WATER CLEAN.



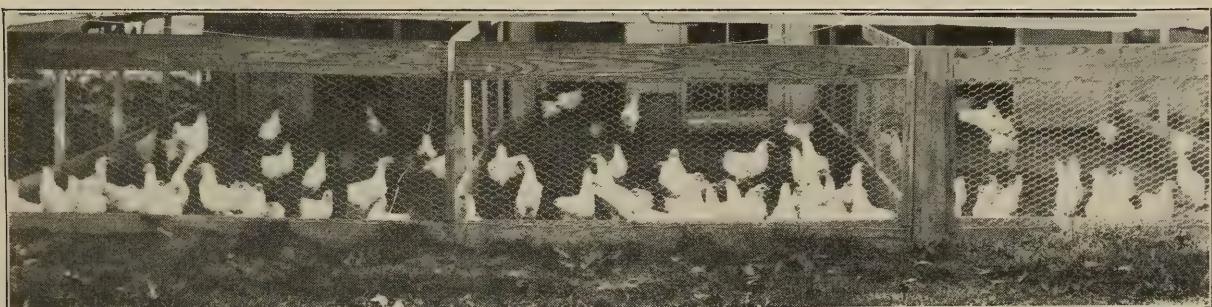
THREE POUND BROILERS AT TEN WEEKS OLD

## Should I Start a Broiler Plant, an Egg Plant or a Fancy Plant?

Now, the above question has been asked me thousands of times. All I can say is that I can tell you of what experience I have had, and of a few cases that have been brought to my attention. Now, my honest and candid opinion is, in fact, I know positively, that there is money, and good money in all three of the above propositions, no matter which one a person would take up, or if a person would take up all three of them. All that it requires is the same as in any business—time and attention.

Now, I know of one party in particular who is breeding Crystal White Orpingtons. She sells her little chicks to the market as squab broilers when they are from four to five weeks old. They bring her all the way from twenty-five to thirty cents apiece. I have known this lady to sell on an average of forty of these squab broilers per day. Then of course there are a good many who raise for broilers only; keep the birds and feed them for broiler purposes, and sell them when they become eight to ten weeks old, at which time they weigh from two and one-half to three and one-half pounds.

But let me add right here, that if you do raise for market, it is only a question of time until you become a fancier and breed for fancy only; at least that is the history all over the world with breeders. They will start in raising for market. In the first or second year some one will come along and see a very good bird in their flock, because it is true if you raise for market you will surely raise lots of birds, and where you



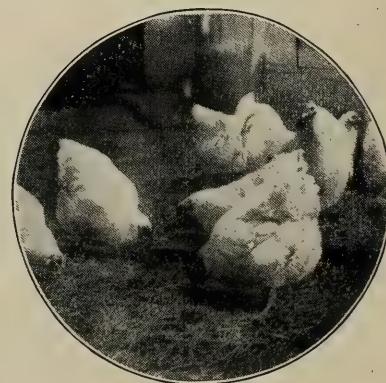
TWO AND ONE-HALF POUND BROILERS AT EIGHT WEEKS OLD

raise lots of birds there must be some few, more or less, exceptionally good ones. You will immediately sell a bird for \$25 or \$50. Then is when you begin to open your eyes. You will learn more about how to breed your birds for fancy purposes, and it is only a question of a few years until you are raising two or three hundred for show purposes in the place of two or three thousand for market purposes, because the two or three hundred will bring you more money, with less time, than the two or three thousand did for market purposes.

It is the same way with the egg plant proposition. Now, of course, if you figure out correctly and give it the proper amount of time, care and attention, there is no question in the world but what there is good money in an egg plant. You must remember it only costs from "ninety cents to one dollar and twenty-five cents" a year to keep a hen; it all depends on where you are located, on account of the price of grain. You can readily figure on getting twenty-five cents a dozen for your eggs in almost every market in this country. Of course, there are some markets paying a good deal more, but I am figuring on the average price of twenty-five cents a dozen. So you must remember that your hen only has to lay from *forty-eight to sixty eggs* to pay for her feed for the whole year.

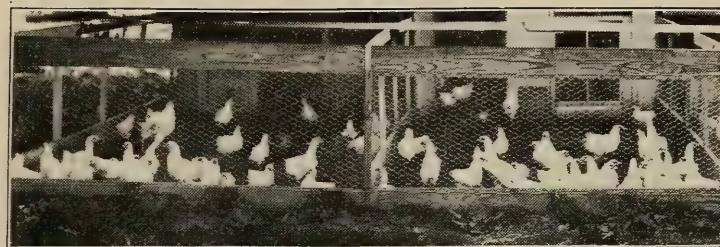
Take for illustration that you have good stock from a good egg laying strain; these birds ought to lay you the first year on an average of one hundred and eighty eggs. The reason I say on an average of one hundred and eighty eggs is because I can show you lots of my customers who are breeding my birds that get over two hundred eggs, and some of them as high as two hundred and fifty and two hundred and sixty eggs from a hen in a year. But take, for an illustration, your hen will lay one hundred and eighty eggs per year, that hen would earn \$2.50 over and above her feed. In other words, one thousand hens would earn \$2,500.00 in one year over and above the cost of their feed. Now, how many men would it take to take care of one thousand hens? Let me say right here, if you start in the poultry business in a small way, say, with a pen of good birds, or two or three settings of eggs, the third year you can very easily have one thousand hens—good hens—after culling the culls, raised with your own hands. Now by the time you have raised one thousand good hens yourself, after selling off the culls to the market, by that time you will have experience enough that you can handle one thousand hens just as easily as anything in the world.

But the egg plants are like the broiler plants. I could cite you to hundreds, yes, perhaps thousands, of breeders right here in this country, who started in for broiler or egg production, and they are today the most noted fanciers we have in our show rooms, because I want to say right here, that no matter which you breed for, you are bound to breed some extra good, choice birds, and just as soon as

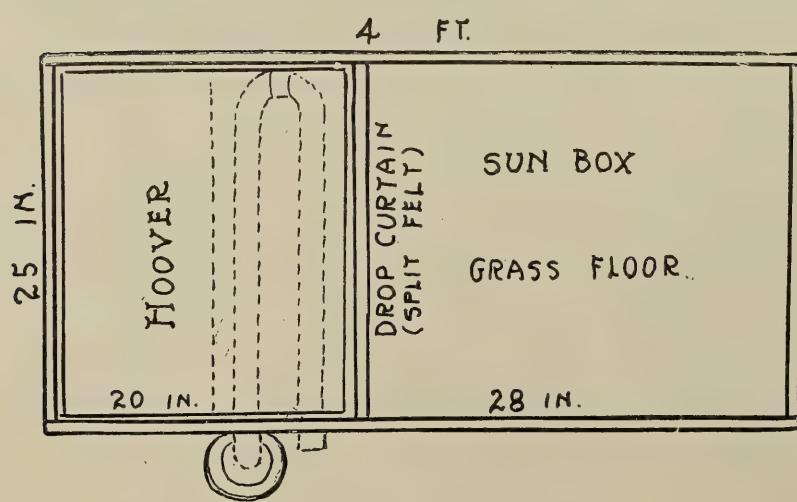
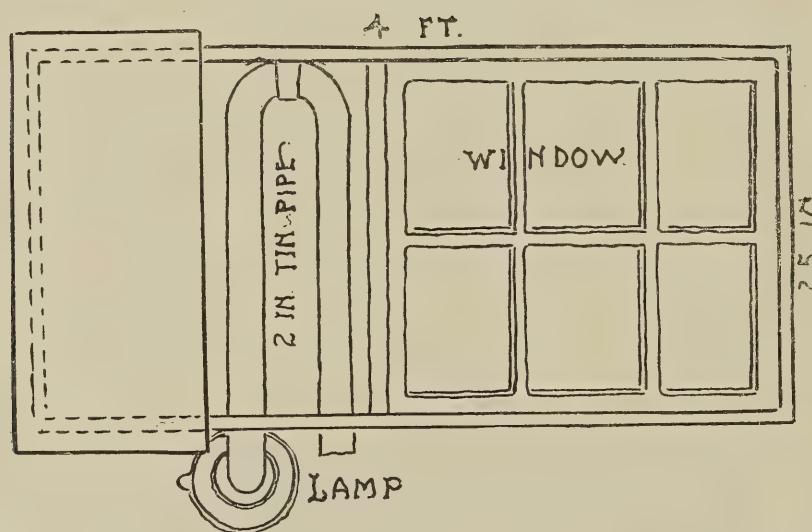
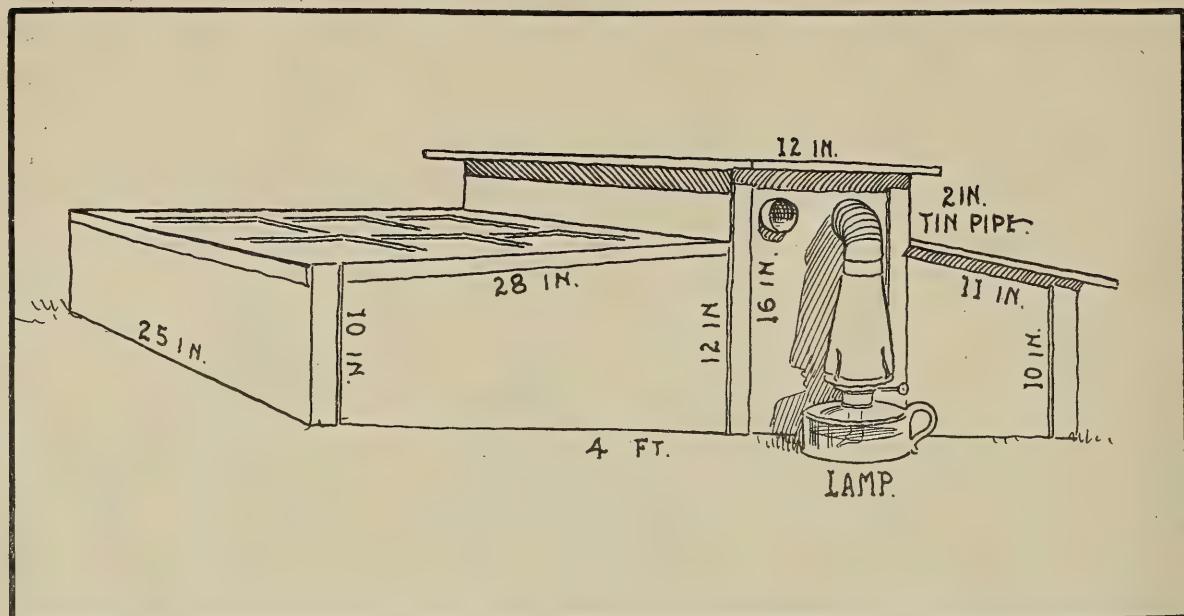


you sell one single bird for \$50 or \$100, right then and there you are going to give your birds more attention. You are going to pick out the best ones; you are going to pick out the ones that are bred the most perfect and the most true, and mate them up separately. Before you know it you will be in the fancy business, because there is no question in the world but that it is the most profitable in the whole lot in my way of looking at it, because you must remember that birds to sell for fancy and to sell for good, big prices, they must be show winners, and they will never be show winners unless they are bred perfect, and whenever they are bred perfect, then, of course, you have good birds. So do not think for one minute that chickens that are bred for show purposes are no good for broiler purposes or for egg production. That is a mistake, because a chicken that wins in a show room must be perfect, and whenever they are perfect, then of course you have good stock to breed from.

Just stop to think—I get \$30.00 for fifteen eggs. The farmer would have to sell one hundred (100) dozen eggs at thirty cents a dozen before he would get \$30.00. Isn't that conclusive evidence that it pays to raise good stock? That has been my experience in going along, and also in watching others in the broiler business, in the egg plant business and in the fancy business.



THEY DO WELL IN YOUR BACK YARD, AS WELL  
AS ON THE FARM.

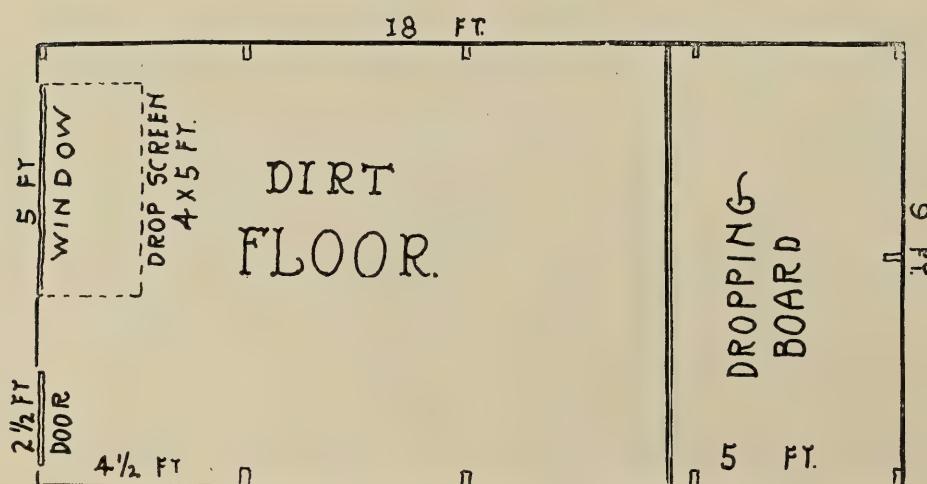
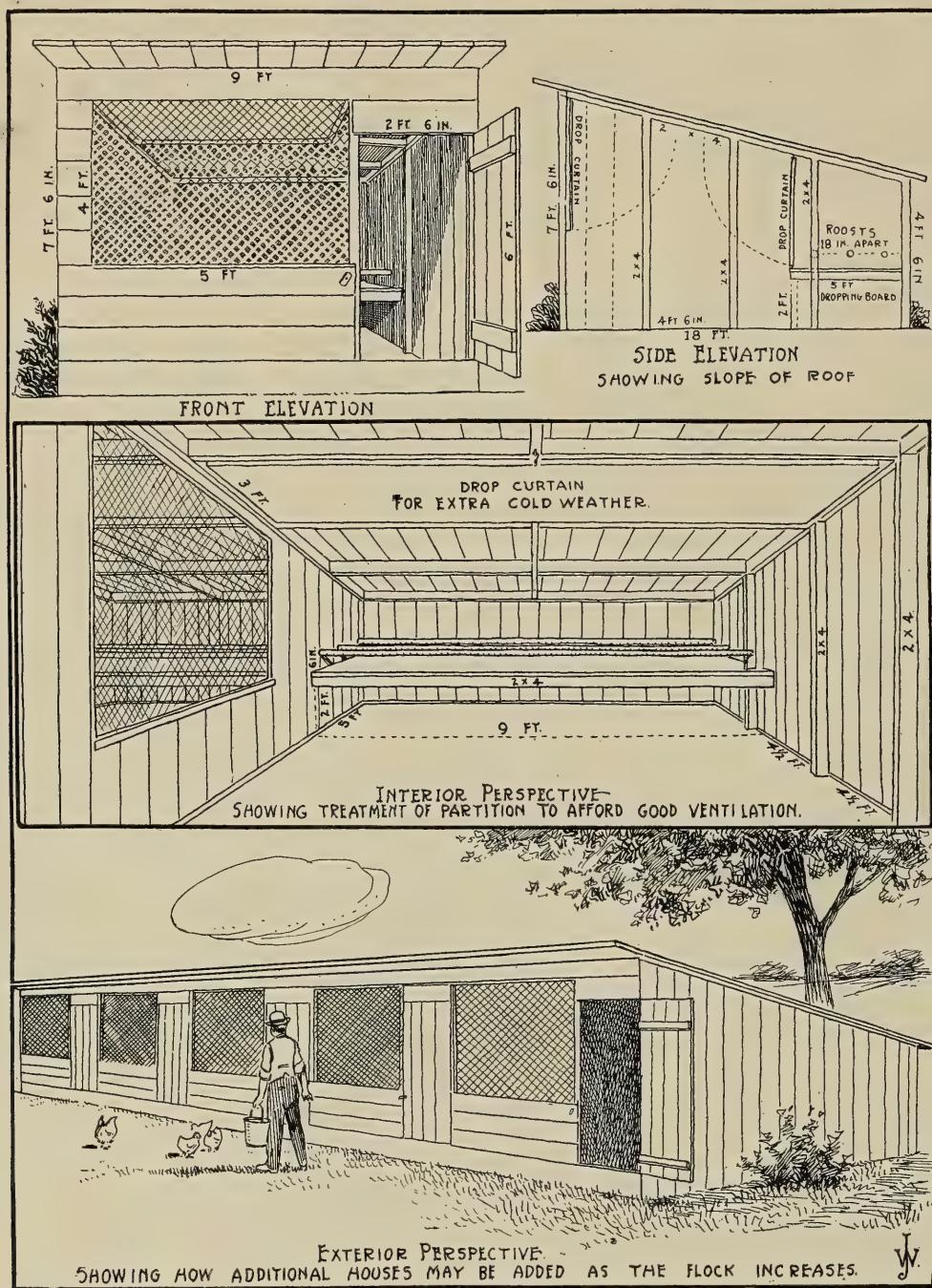


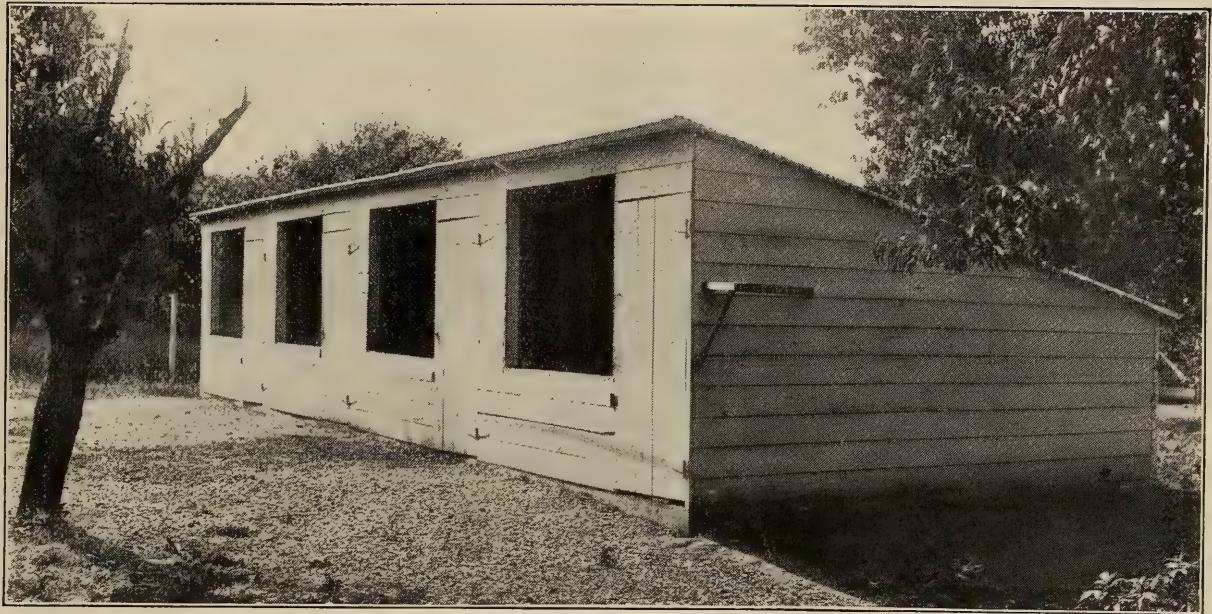
**On the Opposite Page I Show a Drawing of My Fireless Brooder,  
or Brooder With Heat in It, or Outdoor Brooder, or In-  
door Brooder, Just Whichever You May  
Want to Call It.**

The first one I ever built cost me thirty-five cents for the window sash, thirty cents for the two-inch galvanized pipe and elbows and twenty cents for the lamp, making eighty-five cents all told. The balance of the brooder was built out of old boxes. Now, when I have these brooders indoors in the brooder house, in the winter time, I do not use any heat after the first few days, and I take the window sash out and in place of it I use a frame of the same size as the window sash with a one-inch mesh poultry wire tacked over it to keep the chicks from jumping out. I also use this poultry screen in the brooder in place of glass in April, May and June when the weather is nice, when I have the brooder sitting out of doors. In place of using a glass chimney on the lamp, which is always breaking, I just take a baking powder can or a piece of tin and make a chimney to fit the lamp, and make it small at the top so that I can insert it into the two-inch pipe that goes through the brooder. When putting the tubing in your brooder always see that the outlet is a little higher than the inlet; otherwise the heat will not circulate properly and your lamp might smoke. In the hover part of the brooder I have a board floor covered with chaff or cut alfalfa, or cut clover. This we clean twice a week. Always remember cleanliness is the road to success in the poultry business, and practice makes perfect, and experience is the best teacher of all. This brooder will hold fifty chicks for the first four or five days. Then reduce it to twenty-five, and when they become three or four weeks old you ought not to keep more than from fourteen to sixteen in the brooder; the fewer the better, as you will never make a success if you try to crowd your chicks; give them room, give them a chance to grow.

I know of a lady who bought a setting of eggs from me one winter. She put them under a hen and hatched twelve chicks. A dog killed the hen the first day. The lady took the chicks, put them in a basket and put a woolen rag over them at night time, and raised every one of them. Was it a woolen blanket and basket that she used for the brooder that raised them? No. It was the care she gave them. I do not care what kind of a brooder or incubator or system you use, if you do not give your chicks the care they should have, you will never succeed.

Good stock is the first thing; cleanliness and the proper amount of care is the next thing, and that is the road to success in the poultry business.





OPEN FRONT POULTRY HOUSE

### **On the Opposite Page is a Drawing of My Kind of a Poultry House.**

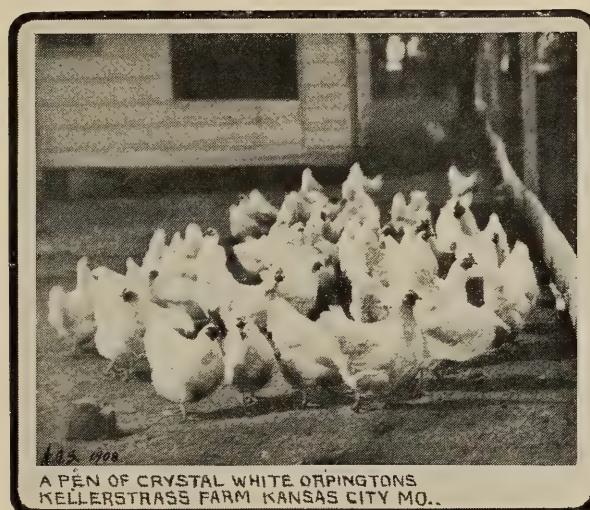
Doctors say the best remedy for the human being is fresh air and plenty of it. There are more and more people who are adopting the system of sleeping out of doors every day. About twelve years ago I adopted the same principle with my chickens, and I find that my chickens are always healthy—never sick—no such thing as roup or sick birds exist on my farm, and my chickens are always healthy and stout. Otherwise they could not stand the strain of shelling out the eggs the way they do. Now, I build these houses nine by eighteen feet each. In that way I can always use eighteen-foot lumber without cutting to waste, and as fast as your business grows you can always add to it. You can make them from nine feet long up to nine hundred feet long, or as long as you like. You can use a dirt floor, providing your ground lies high and dry. Otherwise I would advise putting a board floor in them, but I prefer a dirt floor. But you have to keep your birds away from moist, damp ground if you expect them to do well. Moisture and dampness will bring on sickness quicker than anything I know of. I also clean the dropping boards in my hen houses daily; whitewash them twice a year—spring and fall. Then I dust my hens every four weeks with lice powder, because a lousy hen or an over-fat hen will not lay enough eggs to pay for her feed.

Going back to the poultry house, the open space in the front and the partitions are covered with two-inch mesh poultry wire. The drop curtains are made out of ordinary unbleached muslin. We never drop these curtains only on very cold nights or bitter cold days. The drop curtain that drops against the roost we never use until the thermometer

registers way below freezing. The trap nests and feed boxes and drinking fountains can be placed in the houses anywhere where it is most convenient. I cover the roof with some good roofing paper and also the outside of the north wall. Of course all of my houses face the south. If you haven't a south front, face them east, but never face your house to the north.



A.P.S. 1908  
A PEN OF CRYSTAL WHITE ORPINGTONS  
KELLERSTRASS FARM KANSAS CITY MO..



THEY DO WELL IN ANY CLIMATE

### How to Keep Eggs Fresh.

Now, there are hundreds of different ways—with lime water, and a whole lot of other different ways of how to keep eggs fresh. But, like everything else in this book, I am only going to tell you just how I keep mine fresh.

After the first of July, or along about the first of July, when the breeding season is over with, I generally separate my males and females. Then the eggs are infertile that the hens lay from that on, and all the eggs that I get off of my farm from the first of July until about the middle of September or the first of October, when the breeding season starts again, I simply take an old whiskey barrel and put bran in it and I set the eggs in there with the sharp end down, the big end up, and I put in a layer of eggs and a layer of bran, and another layer of eggs and another layer of bran, and keep that up until the barrel is full. When the barrel is full, I take some paper and put this paper over the top of the barrel, and I glue it on there tight. I put a lot of glue or paste around the top of the barrel and press this paper down so as to make it perfectly airtight, and then, to make sure, I put two or three more layers on top and put glue around and then tie a string around it so that I am sure it is air tight.

Along about Christmas time, or New Years, we open these barrels and put these eggs in cases and take them to town, and they bring us from forty-five to sixty cents per dozen. Now I have done this for years and years, with the exception of the last two years, I have not taken them to town. I have four or five grocerymen who come out here and offer me from  $2\frac{1}{2}$  to  $4\frac{1}{2}$  cents per dozen more for my eggs than they have to pay for storage eggs down town, which goes to show that my eggs must have been better than cold storage eggs, for you can rest assured that they would not be fighting and competing and paying me from  $2\frac{1}{2}$  to  $4\frac{1}{2}$  cents per dozen more for my eggs than they do for cold storage eggs if they were not worth it.

As I said before, you will find lots of good ways to preserve eggs. You will find lots of recipes in poultry journals, but the above is my way of preserving eggs.

### **Should I Supply Moisture?**

By all means, use moisture. There are some parts of Texas and Colorado where they have to sprinkle their eggs almost daily during incubation or they would never hatch a chick. We keep water in tin pans in the bottom of our incubators at all times. You may ask "How much?" That all depends upon how dry a climate you live in, but you cannot use too much.

Take for illustration again the hen that steals her nest out in the weeds in the spring of the year during the rainy season when the grass is wet almost continually, common sense teaches us and we know that she nearly always brings out a good hatch.

### **Should I Hatch With a Hen or With an Incubator?**

If you haven't had any experience with an incubator, better try the old-fashioned way to start with and use the hen. You can always buy a broody hen from some of your neighbors if you haven't one. But be sure and let her set for two or three days before you place the eggs under her, so as to make sure that she has settled down and has gotten over her nervous spell, and you can rest assured she will do her duty.

But if you have any knowledge at all about incubators, it is all right to use the incubator, providing you follow the instructions of the maker of your incubator, because if you intend to raise a large number of chickens you will have to use the incubator sooner or later, for it is impossible to get enough setting hens just when a person wants to use them.

### **How to Keep Eggs for Hatching.**

Some claim that eggs should be set the same day they are laid. Now that is all wrong, and common sense will teach us better. The hen that steals her nest out in the weeds or under the woodpile lays an egg a day for sixteen or seventeen days, and sometimes more, before she starts to set on them, and invariably when the hatch comes off she will bring out fourteen or fifteen chicks. That is all the evidence we need. We always let our eggs cool and set at least twenty-four to thirty hours before we put them into the incubator or under the hen.

I shipped eggs to a customer of mine 'way up to the midnight sun to Skagway, Alaska, and on account of them getting on the wrong steamer and having to bring them back to San Francisco, they were on their road seven weeks. Now just think of it—seven weeks—and they hatched over seventy per cent.

As I have told you all through this book, this book is written by a man who has had actual experience, and it is not theory by a person who perhaps never raised a chicken, or may be raising a few in his back yard. You will find the man's name and his letter in my mating list who hatched the eggs in Skagway, Alaska. Now, if you want to keep your eggs for any length of time for hatching purposes, just place them on end in the regular ordinary egg case. Turn the egg case upside down once every twenty-four hours, and you can rest assured that they will hatch just as well in two or three weeks as they will the first few days.

Remember, I am speaking from experience. I have shipped stock and eggs to almost every known place in this whole world.

### Fertility for Breeding Purposes.

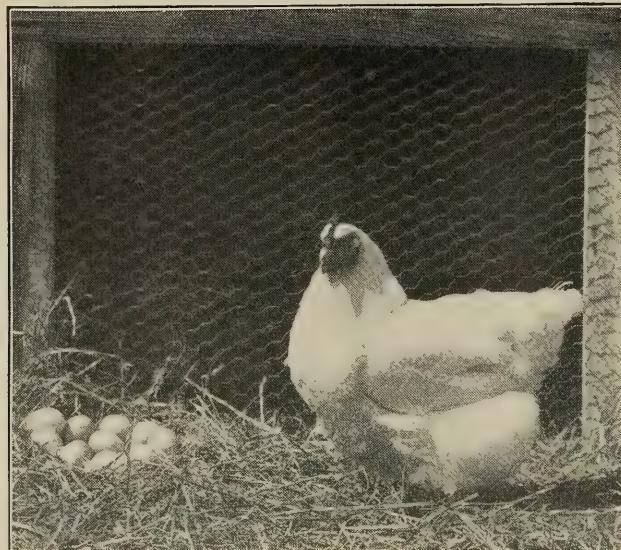
A hen will lay just as many eggs without being with the male bird, and an infertile egg will keep fresh a great deal longer than a fertile egg.

When mating up for breeding purposes I never use the first four or six eggs that the hen lays. I generally wait until after the eighth or tenth egg before I use them for hatching. Some breeders claim that the eggs will be fertile on the second or third day. Now that is impossible; at least I have found it so.

### How to Select the Laying Hen.

Now, the way I select the laying hen is by her trap nest record, as I use trap nests in all of my breeding houses, and of course I always breed from the ones that have the biggest record. This is the way I established my big egg-producers. But for the ordinary person who does not use trap nests and only has a few chickens, just watch the hen that goes on the roost first in the evening. Go right in the hen house and chop her head off and eat her for your Sunday dinner. Another good and absolutely sure test is after the hens have all gone to roost, take a lantern and go into the hen house and feel of the hen's craw. The one that has a good, big, full craw you can rest assured has some egg material and is a good egg-producer and is a valuable hen and a hen you want to breed from. But the one that has a craw about the size of a marble—just use her for your Sunday dinner—you will never regret it.

There are lots of tests, but I stake my reputation on the above, and you can rest assured that I have had some experience in raising egg-producers.



START WITH GOOD STOCK—IT PAYS

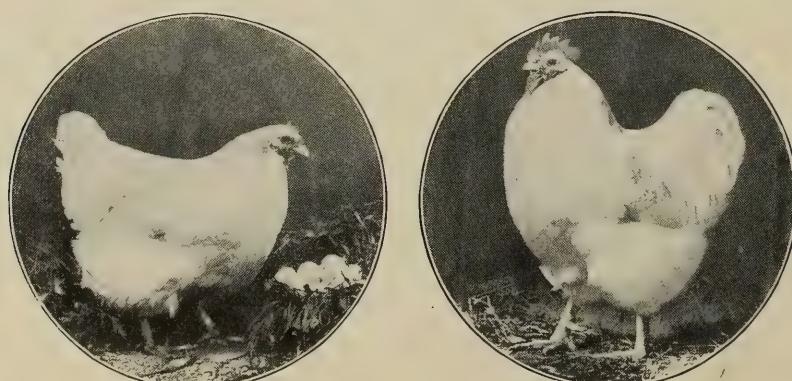
### Roup, Gapes, Chicken Pox and Scaly Leg.

Remove the filth, keep your chicken house on dry ground, and you will not be bothered with the above diseases. But sometimes chickens will catch the roup while in transit shipping them to and from the shows. The chickens may be put into an express car, and in that car there are a lot of roupy, mongrel chickens being shipped to the market, and the first thing you know your chickens have a case of roup. If so, just keep them in a good, dry, clean, hen house and swab their throats out three or four times a week by dipping a feather in some coal oil, and let them have plenty of fresh air and your roup or gapes will disappear.

It also happens quite often that chickens will catch chicken pox while in transit and being placed alongside of a shipment of common market chickens. If so, just wash their comb and wattles good with warm water and apply carbolated vaseline three or four times a week and your chicken pox will disappear.

In case of scaly leg, just take equal parts of coal oil and sweet oil, dip the bird's legs into this mixture three or four times a week, and your scaly legs will disappear.

All of the above I know to be positive facts by actual experience.



## Lice and Mites and How to Keep Your Chickens Looking Nice and Clean.

I do not have any lice or mites on my farm, and if you ever visit my farm, you are at liberty to examine any or all of my five to six thousand birds, and you will find out that I am telling you the truth. Why? Because we dust all of our hens about once a month, and in that way they never get started.



THE ABOVE SHOWS HOW WE DUST OUR CHICKENS.

Remember, a lousy hen will never lay enough eggs to pay for her feed. What do I use for dusting? I use five pounds of sulphur and five pounds of naphthaline mixed with a wheelbarrow full of common road dust; just dust gathered in the road.

But now I am going to give you a secret that is worth more than the price of this book. If you raise white chickens, in the place of using road dust, use flour. I raise nothing but white chickens, and I mix common flour with the sulphur and naphthaline, and that is why people when visiting my farm always say, "Oh, my! your chickens look so nice and clean and white."

Remember, there is nothing nicer than a flock of clean, nice, pure white chickens.

### Breaking Up Broody Hens.

Some breeders starve them, some dip them in water, and Lord knows what all they do to them.

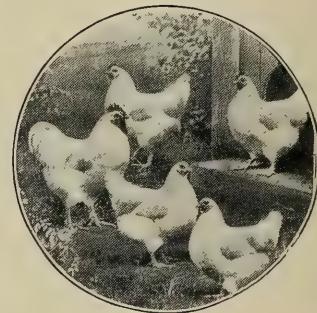
Now, when we go around in the evening to shut the hen house doors, we look in the nest. If there is a hen in the nest, ninety-nine chances in a hundred, she is broody. We have a common market chicken coop hanging in a tree, bottom side up so that the slats are on the bottom. We place

her in there for twenty-four to thirty-six hours and she is ready to go back to work again. You understand she has to stand on these slats all the time, the wind blowing up through her fluff feathers, and she has no place to sit down. She will soon get over her broodiness.

Now, I keep fresh water and feed in cups for them all of the time while in this coop, and in that way I know that I am not injuring the hen. Some may have better ways, but the above is my way.

### **Sprouted Oats, or Feed for Ten or Fifteen Cents a Bushel, as Some Call It.**

Now, this is one of the greatest egg-producers or food there is for winter egg production, because it gives the birds green food in winter time, which they must have in order to do well, and especially the male bird for fertility. Now, I have seven boxes, each two feet wide, five feet long, and four inches deep. I take a bushel of oats, put them in a tub in the evening, pour warm water over them; that is, water warm enough so that the chill is taken off. I let them soak until morning; then I pour them in the above named boxes and lay a wet sack over them; every day I stir them up with my hand and take the sprinkling can and soak the sack good and heavy with water. In seven days it is sprouted long enough to feed. The reason I have seven of these boxes is because it gives me one for every day in the week. I feed one a day and start a new one every day. A bushel of sprouted oats is enough for about twelve hundred laying hens; at least that is the way I feed it. Of course others may feed differently, but there is one thing sure, no one has ever been able to beat my egg records. That is, no breeder has ever been able to get as much money out of eggs per hen as I have. If there has, I would be thankful if some poultry journal would make mention of it.



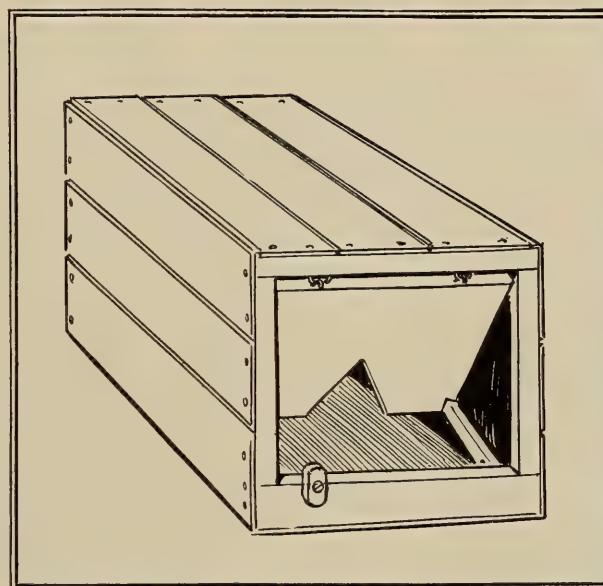
### **How to Keep Male Birds From Fighting.**

Here is a secret worth one hundred times the price of this book: Several years ago, in the early part of July, when I broke up my breeding pens and separated my males and females, I turned all the male birds out together in one big yard to prepare them for their molting season. They got to fighting and one of my best male birds got killed; in fact, a bird that I had refused three hundred and fifty dollars for. I had trimmed all their spurs before putting them into this yard, but there seemed to be one bird in the yard that was the champion over all the rest. I got angry and went in and caught him, took my pocket knife and cut the end off of his beak. There was peace in that yard from then on. That taught me a new trick, and I have used that principle ever since, and I do not have any more bloody birds with torn combs. Just find out the fighter and cut off the point of his beak; just the little hard part. Be

careful not to cut too deep so as to make it bleed or injure the bird. If properly done it will not harm the bird any more than to trim the point of your finger nail. This one thing has saved me many a good male bird.

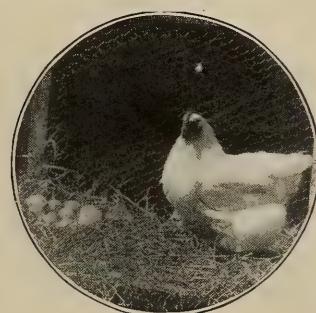
### Trap Nests.

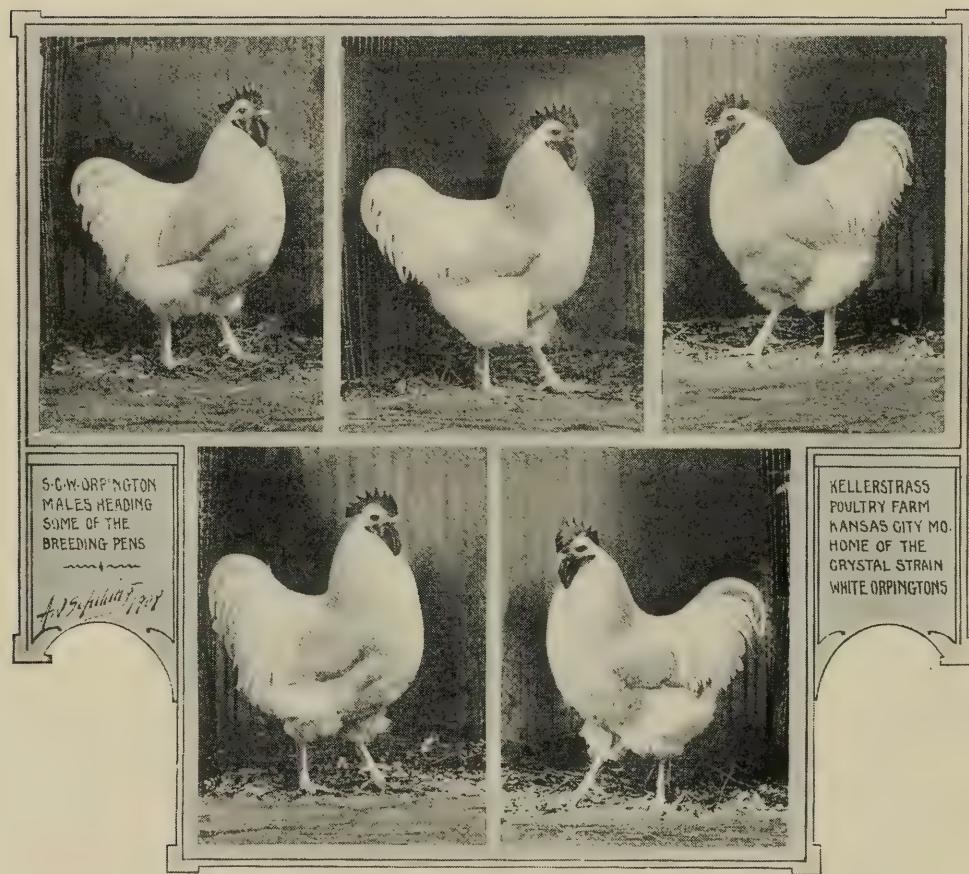
A good many people asked me what kind of trap nests I use. Well, I use about eight or ten different makes and find them all good. Any of



THE ABOVE SHOWS ONE OF OUR TRAP NESTS,  
MADE OUT OF AN EMPTY ORANGE BOX.

the well advertised trap nests you read about in the poultry journals are good. Anything that will trap the hen will answer the purpose. I would not think of keeping chickens without trap nests, as it is the only way of telling which hen lays and which hen to breed from. Always breed from the biggest layers.





THE ABOVE ARE THE TYPE OF MALE BIRDS THAT I USE IN MY BREEDING PENS. THEY PRODUCE SHOW WINNERS AS WELL AS BIG EGG LAYERS AND BROILERS.

# TESTIMONIALS

ON THE FOLLOWING PAGES I publish a few testimonials from some of my customers. I do this just to give you an idea as to my reputation as a breeder. As I have told you all through this book, I AM A BREEDER; I RAISE CHICKENS, and this book was written by me from actual experience, and my only object in publishing these testimonials is to show you that I do know something about the chicken business. If interested, I will gladly furnish you the name and address of any one of the parties.



Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Congratulating you on securing so distinguished a customer as Madame Paderewski.

LEONARD W. LOTT,  
Editor American Fancier, New York City.

May 12, 1908.

Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I herewith enclose you affidavit: also trap nest record of the Kellerstrass Strain Crystal White Orpington hen, register No. 503, that laid two hundred and sixty-three (263) eggs in 272 days.

(Signed) P. J. HARLLEE,  
Chattahoochee, Ga.,  
August 8, 1909.

Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Congratulations on the splendid showing you have made by selling \$68.00 worth of eggs per hen from thirty hens in one season.

G. M. CURTIS,  
Editor Reliable Poultry Journal,  
Quincy, Ill.

No hen in the world has won so many ribbons or is more royally treated than the Crystal White Orpington "PEG," owned by Ernest Kellerstrass, Poultry Fancier, of Kansas City, Mo.

ST. LOUIS GLOBE-DEMOCRAT.  
March 8, 1908.

My Dear Mr. Kellerstrass:—I have sixteen of your hens that average two hundred and thirty-one (231) eggs per bird in twelve months.

LAWRENCE JACKSON,  
Pittsburg, Pa.,  
July 19, 1909.

The simplest sort of a thing—common black dirt—has solved the problem of eradicating a chicken disease which cost thirty million chicks' lives annually, a disease which scientists of the National and State Experimental Stations have been studying without success for ten years.

Ernest Kellerstrass, the Kansas City Poultry Fancier, found the secret.

ST. LOUIS REPUBLIC.  
May 23, 1909.

The large crowds that thronged the Buffalo Show came especially to see the wonderful hen "Peggy" and the Kellerstrass exhibit.

POULTRY ITEM,  
Sellersville, Pa.,  
March, 1909.

The remarkable hen "Peggy" is owned by Mr. Ernest Kellerstrass of Kansas City, Mo. She has traveled all over the globe capturing prizes. Mr. Kellerstrass has forty-eight hundred chickens of this family and "Peggy" is the most perfect. He controls the output of perfect Orpington hens.

SUNDAY CHICAGO AMERICAN.  
March 19, 1909.

Mr. Kellerstrass is now easily one of the leading and most successful breeders in America, and perhaps during the past two or three years raised more good prize-winning birds on his farm, devoted exclusively to White Orpingtons, than any other breed on this continent.

POULTRY SUCCESS,  
Springfield, Ohio.  
February, 1909.

The White Orpingtons began their real history in the American fancy when Mr. Ernest Kellerstrass took them up. Mr. Kellerstrass has done for this variety and for the breed of Orpingtons in general, what no man has ever accomplished for any other breed.

AMERICAN POULTRY JOURNAL,  
Chicago, Ill.

*It was a rare treat to spend a day in September at the Kellerstrass Farm, where were originated the Crystal White Orpingtons, now famous the world over. Mr. Kellerstrass himself does the work of a half dozen expert poultrymen and does it right. Mr. Kellerstrass exhibited upwards of \$25,000 worth of birds at the Chicago Show.*

WESTERN POULTRY JOURNAL,  
Cedar Rapids, Iowa.

*No one thing has ever come into the poultry shows of the United States that has attracted so much attention as "Peggy," the \$10,000 beauty hen, and the Kellerstrass exhibit that accompanies her. Mr. Kellerstrass has taken the chicken business out of the kindergarten class and has done more to encourage the poultry business than any ten breeders in the United States combined. The Kellerstrass Farm*

**FINEST HEN IN THE WORLD—PRIZE WINNING HEN—SCORES 97 $\frac{3}{4}$  POINTS.**

*Mr. Ernest Kellerstrass of Kansas City, Mo., is the owner of the most perfect fowl in the world, according to the National Poultry Association of America.*

NEW YORK HERALD,  
March 15, 1908.

*"Peggy," the \$10,000 hen owned by the Kellerstrass Farm, was viewed by over half a million people around the southern circuit of state fairs, which included Nashville, Memphis, Birmingham and Atlanta.*

SOUTHERN POULTRY MAGAZINE,  
Nashville, Tenn.,  
December, 1908.



won over ninety per cent of all premiums offered. We doubt if any breeder in the world ever sold stock or eggs that produced as many winnings in one season in so many parts of the country as the Kellerstrass Farm did in 1908. The Inland Poultry Journal takes its hat off to men of this kind.

JUDGE THEO. HUGHES,  
Editor Inland Poultry Journal,  
Indianapolis, Ind.

Mr. Kellerstrass owns a farm of one hundred and forty acres just outside of Kansas City, where he raises thousands of Crystal White Orpingtons.

THE INDUSTRIOUS HEN,  
Knoxville, Tenn.,  
September, 1908.

*In all my dealings since I started to keep poultry I have found one dealer who I feel safe in saying can be depended upon for a strictly square, honest man.*

C. P. HINDS,  
In the American Poultry Advocate,  
Syracuse, N. Y., June, 1909.

Ernest Kellerstrass,  
Kansas City, Mo.

*Dear Sir:—Your kind advice about how to get fertility has saved me a lot of money. Nearly every egg is fertile now and practically every pullet laying.*

RALPH E. WOODS,  
Shelton, Neb.,  
April 22, 1909.

*A model at which breeders aim—the Crystal White Orpingtons—the most noted chickens in the world today, originated by Ernest Kellerstrass, Kansas City, Mo., U. S. A., are on exhibition here at the poultry show and they won the first prize. They are a model at which breeders aim.*

HONOLULU, HAWAII, STAR,  
January 10, 1908.

*THIS IS TO CERTIFY, That Lawrence Jackson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and hen at Cleveland Poultry Show, 1909.*

J. I. CONKEY, Secy.

*THIS IS TO CERTIFY, That C. P. Knight won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Utica, N. Y., Show, 1908.*

R. E. BRIGGS, Secy.

*THIS IS TO CERTIFY, That Emma Compton won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Kansas City, Mo., Poultry Show, 1909.*

P. H. De PREE, Secy.

*THIS IS TO CERTIFY, That W. D. Barrett won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Fremont, Neb., Show, 1908.*

C. W. MULLOY, Secy.

*THIS IS TO CERTIFY, That Mrs. L. C. Catlett won First Prize on Kellerstrass Strain "Crystal" White Orpington hen and pen at Baltimore, Md., Poultry Show, 1909*

G. O. BROWN, Secy.

*THIS IS TO CERTIFY, That Charles Brockhoff won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and pen at Concordia, Mo., Poultry Show, 1908.*

JOHN F. BRUNS, Secy.

*THIS IS TO CERTIFY, That Geo. Armknecht won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Donnellson, Ia., Show, 1908.*

CHRIS. HAFFNER, Secy.

*THIS IS TO CERTIFY, That D. Y. Coriell won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Portsmouth, Ohio, Poultry Show, 1908.*

F. H. SHOENBERGER, Secy.

*THIS IS TO CERTIFY, That O. F. Dieffenbacher won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Clarion, Pa., Fair, 1908.*

S. S. LAUGHLIN, Secy.

*THIS IS TO CERTIFY, That Andrew Frantz won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Summit County Fair, 1908, Akron, Ohio.*

H. C. MILLER, Secy.

*THIS IS TO CERTIFY, That Mrs. R. M. Good won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Humeston, Ia., Show, 1908.*

MRS. S. L. ROBINSON, Secy.

*THIS IS TO CERTIFY, That Orville S. Greenwood won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Woonsocket, R. I., Show, 1908.*

E. W. COOK, Secy.

*THIS IS TO CERTIFY, That Orville S. Greenwood won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Freeport, Me., Show, 1908.*

GEO. P. COFFIN, Secy.

*THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Darlington, Ind., Show 1908.*

FRED KELLEY, Secy.

*THIS IS TO CERTIFY, That Dr. A. W. Grubbel won First Prize on Kellerstrass Strain "Crystal" White Orpington at Concordia, Mo., Poultry Show, 1908.*

JOHN F. BRUNS, Secy.

*THIS IS TO CERTIFY, That Mary L. Haber show won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Herkimer, N. Y., Show, 1909.*

CHAS. T. GLOO, Secy.

*THIS IS TO CERTIFY, That P. J. Harlee won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, pullet and cockerel at Augusta, Ga., Show, 1908.*

W. A. HERMAN, Secy.

*THIS IS TO CERTIFY, That P. J. Harlee won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, cockerel and pullet at Georgia State Show, at Atlanta, 1908.*

ALF. BERTHUG, Secy.

*THIS IS TO CERTIFY, That Albert F. Jordan won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet, cockerel and pen at Clinton, Ia., Show, 1908.*

KARL L. JOHNSTONE, Secy.

THIS IS TO CERTIFY, That C. L. Jackson won First Prize on Kellerstrass Strain "Crystal" White Orpington hen at Chicago Show, 1908.

E. J. W. DIETZ, Secy.

THIS IS TO CERTIFY, That Wirt A. Cotttingham won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet, cockerel and pen at Peoria, Ill., Show, 1908.

DEWEY A. SEELEY, Secy.

THIS IS TO CERTIFY, That C. P. Knight won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Oswego, N. Y., Show, 1908.

I. N. GAYMONDS, Secy.

THIS IS TO CERTIFY, That Henry Lemons won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and pen at Girard, Ill., Show, 1908.

H. C. RATHGEBER, Secy.

THIS IS TO CERTIFY, That Mrs. C. L. Moore won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Newport, Pa., Show, 1908.

J. C. F. STEPHENSON, Secy.

THIS IS TO CERTIFY, That J. C. Mertens won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cock at St. Louis, Mo., Show, 1908.

T. W. ORCUTT, Secy.

THIS IS TO CERTIFY, That C. P. Knight won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Binghamton, N. Y., Show, 1908.

HENRY SULART, Secy.

THIS IS TO CERTIFY, That J. C. Mertens won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cock at Missouri State Show, Trenton, 1908.

T. E. QUISENBERRY, Secy.

THIS IS TO CERTIFY, That S. H. Gibbs won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Asheville, N. C., Poultry Show, 1908.

MRS. C. B. CAMPBELL, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and pen at Hillsboro, La., Show, 1908.

W. G. ESCOTT, Secy.

THIS IS TO CERTIFY, That A. M. Robertson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Lowell, Ind., Show, 1909.

FRANK MALOY, Secy.

THIS IS TO CERTIFY, That C. H. Robinson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Antrim, N. H., Show, 1908.

F. GRIMES, Secy.

THIS IS TO CERTIFY, That Clara Smith won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at DeWitt County Poultry Show, Weldon, Ill., 1908.

DR. A. V. FOOTE, Secy.

THIS IS TO CERTIFY, That E. B. Stephenson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Salem, Ind., Poultry Show, 1908.

F. J. HEACOCK, Secy.

THIS IS TO CERTIFY, That Mrs. F. A. Wilcoxson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Ashley, Ohio, Show, 1908.

C. E. LONGWELL, Secy.

THIS IS TO CERTIFY, That C. L. Jackson won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at McKeesport, Pa., Poultry Show, 1908.

B. A. MOORE, Secy.

THIS IS TO CERTIFY, That Mrs. F. A. Wilcoxson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Carey, Ohio, Show, 1908.

ED. CAMPBELL, JR., Secy.

THIS IS TO CERTIFY, That Nerge Clark won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, cock, hen and pullet at Bowling Green, Ky., Poultry Show, 1908.

MRS. SCOTT DONALDSON, Secy.

THIS IS TO CERTIFY, That J. S. Brady won First Prize on Kellerstrass Strain "Crystal" White Orpington hen, cockerel and pullet at Appollo, Pa., Show, 1908.

GEO. L. RUDOLF, Secy.

THIS IS TO CERTIFY, That Nerge Clark won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, hen and cock at Southern Kentucky Poultry Show, 1909.

J. T. WATKINS, Secy.

THIS IS TO CERTIFY, That Mrs. W. L. Cobine won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and hen at Otsego County, N. Y., Poultry Show, 1908.

A. J. RELYEÀ, Secy.

THIS IS TO CERTIFY, That Mrs. L. C. Catlett won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Richmond, Va., Show, 1908.

W. R. TODD, Secy.

THIS IS TO CERTIFY, That A. Odell won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and hen at Medford, Okla., Show, 1908.

C. L. BICKERDIKE, Secy.

THIS IS TO CERTIFY, That Willie Olson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at the Upper Iowa Poultry Show, Mason City, 1908.

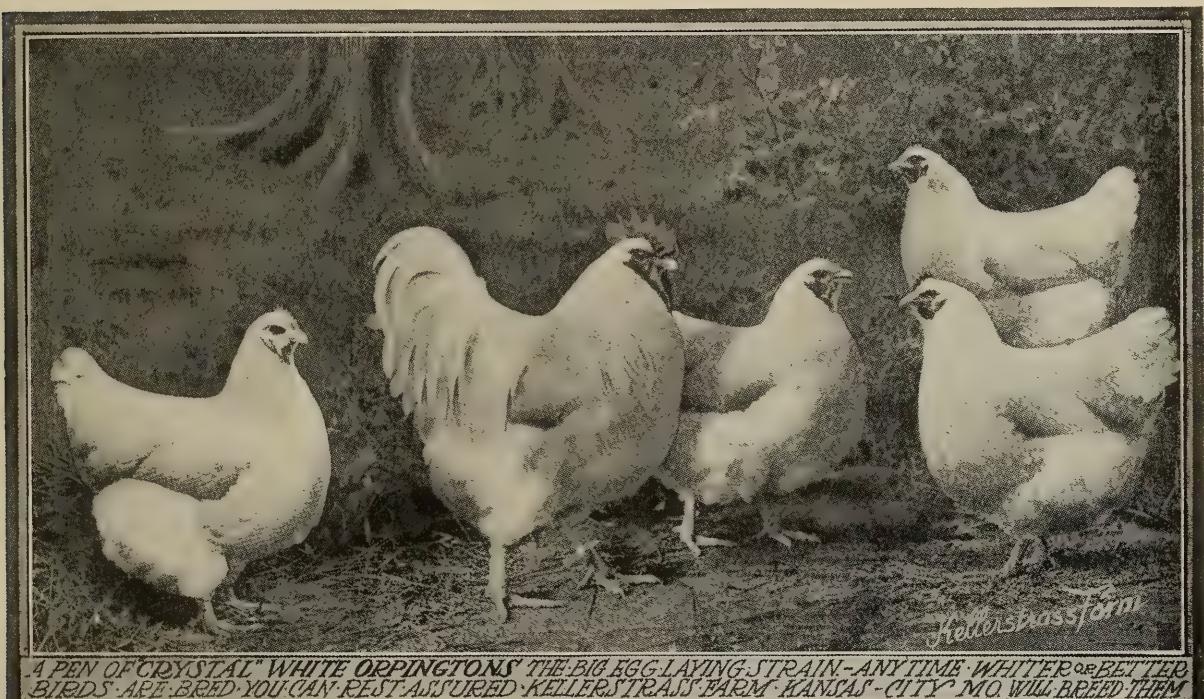
JOHN D. REELER, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington hen, pen and pullet at Shreveport, La., Show, 1908.

LOUIS M. BRIEGGERHOFF, Secy.

THIS IS TO CERTIFY, That D. W. Shelley won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Petersburg, Ill., Show, 1908.

HARRY C. LEVERING, Secy.



THIS IS TO CERTIFY, That John F. Nicholson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, pullet, cockerel, hen and cock at Stillwater, Okla., Show, 1909.

ROBERT A. LOWNY, Secy.

THIS IS TO CERTIFY, That L. K. Thompson won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Bureau County Show, Princeton, Ill., 1908.

A. H. ASCHE, Secy.

THIS IS TO CERTIFY, That W. D. Barrett won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Omaha, Neb., Show, 1908.

F. C. AHLQUIST, Secy.

THIS IS TO CERTIFY, That Mrs. F. A. Wilcoxson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Concordia, Mo., Fair, 1908.

E. K. SMITH, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Lafayette, Ind., Fair, 1908.

C. W. TRAVIS, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Crawfordsville, Ind., Fair, 1908.

JESSE W. CANINE, Secy.

THIS IS TO CERTIFY, That Mrs. Wm. Irminger won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Clay County Poultry Show, 1908.

R. L. HARBAUGH, Secy.

THIS IS TO CERTIFY, That Dr. A. W. Gruebbel won First Prize on Kellerstrass Strain "Crystal" White Orpington pen at Concordia, Mo., Fair, 1908.

ARTH KROENCKE, Secy.

THIS IS TO CERTIFY, That C. L. Hobson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, cockerel and pullet at Whitesville, Mo., Poultry Show, 1908.

J. F. CASE, Secy.

THIS IS TO CERTIFY, That Martha Boots won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel, pullet and pen at Crawfordsville, Ind., Poultry Show, 1909.

J. T. NORRIS, Secy.

THIS IS TO CERTIFY, That Mrs. M. S. Campbell won First Prize on Kellerstrass Strain "Crystal" White Orpington hen and cock, at Elgin, Ill., Show, 1908.

W. W. BRITTON, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet, cockerel, hen and pen at Gibsland, La., Show, 1908.

GLEN FLEMING, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, cockerel, hen and pullet at Monroe, La., Show, 1908.

C. E. FAULK, Secy.

THIS IS TO CERTIFY, That J. M. Phillips won First Prize on Kellerstrass Strain "Crystal" White Orpington cock, cockerel, hen, pullet and pen at Minden, La., Show, 1908.

E. J. FALKNER, Secy.

THIS IS TO CERTIFY, That D. W. Shelley won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet at Buffalo Hart, Ill., Show, 1908.

O. A. PHILLIPS, Secy.

THIS IS TO CERTIFY, That Edward Taylor won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pen at Weldon, Ill., Poultry Show, 1908.

A. V. FOOTE, Secy.

THIS IS TO CERTIFY, That C. L. Wilder won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel and pullet at Boone, Ia., Fair, 1908.

A. M. BURNSIDE, Secy.

THIS IS TO CERTIFY, That Charles Adams won First Prize on Kellerstrass Strain "Crystal" White Orpington hen and cock at Denison, Ia., Show, 1908.

C. F. CASSADAY, Secy.

THIS IS TO CERTIFY, That Mrs. L. C. Cattell won First Prize on Kellerstrass Strain "Crystal" White Orpington hen, cockerel and pullet at Mathew Fair, 1908.

PERCIVAL HICKS, Secy.

THIS IS TO CERTIFY, That John F. Nicholson won First Prize on Kellerstrass Strain "Crystal" White Orpington pen, hen, cock, cockerel and pullet at Payne County, Okla., Fair, 1908.

JOHN W. ALLISON, Secy.

THIS IS TO CERTIFY, That Edward Sallec won First Prize on Kellerstrass Strain "Crystal" White Orpington pullet and cockerel at Callaway County Poultry Show, 1909, Fulton, Mo.

W. E. HUGGETT, Secy.

THIS IS TO CERTIFY, That John Bixler won First Prize on Kellerstrass Strain "Crystal" White Orpington cockerel at Wabash Valley Poultry Show, Cynthiana, Ind., 1909.

HENRY T. WILLIAMS, Secy.

#### FIFTEEN CHICKS FROM FIFTEEN EGGS.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I write to let you know the wonderful hatch I had from the setting of eggs I bought from you on the 12th of April last. Well, sir, I GOT FIFTEEN CHICKS OUT OF THE FIFTEEN EGGS, and have fourteen living today, the 29th, and they are fine.

I have bought lots of eggs from the different people, but I must say that you are THE MOST HONEST IN ALL THE LOT.

H. A.,  
Mystic, Iowa, 5-29-08.

#### STILL HAVE TWENTY-ONE LEFT.

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—As I got two settings of eggs from you this spring, I thought I would let you know about them. Out of one setting I had ELEVEN and out of the other TWELVE little chicks. It is about two months since they were hatched, and I STILL HAVE TWENTY-ONE LEFT. One of the others was killed by accident. I think that was good for shipping so far. I am well pleased with them. I hope I can raise the rest now.

Respectfully yours,

F. B.,  
Dodge, Neb., 6-11-08.

**TWELVE CHICKS, AS FINE AS CAN BE.**

*Kellerstrass Farm,  
Kansas City, Mo.*

Gentlemen:—Received the Orpington eggs in due time and set them under two hens. From the setting of fifteen we got **TWELVE LITTLE CHICKS AS FINE AS CAN BE**, all in good condition, and we are well pleased with the hatch.

Thanking you for past favors, I remain  
Yours truly,

R. D. H.,  
Lyons, Kans., 6-9-08.

**FOURTEEN HATCHED; DOING FINE.**

*Ernest Kellerstrass,  
Kansas City, Mo.*

Dear Sir:—I would have had **FOURTEEN** of your Crystal White Orpingtons if the rats had not killed one of them. **THEY ARE DOING FINE.** I hope I can raise them. How do you sell eggs in August and September?

Yours truly,  
MRS. G. K.  
Donnellson, Iowa, 6-14-08.

**FIFTEEN HATCHED.**

*Kellerstrass Poultry Farm,  
Kansas City, Mo.*

Gentlemen:—We received the two settings of eggs O. K., and placed them under two hens. One hen hatched out **FIFTEEN CHICKS**, and the other **HATCHED ELEVEN**. There were only four infertile eggs in the thirty.

Respectfully yours,  
J. M.,  
Greenwich, Conn., 5-15-08.

**EVERY ONE OF THE FIFTEEN HATCHED.**

*Mr. Ernest Kellerstrass,  
Kansas City, Mo.*

Dear Sir:—The setting of eggs I got from you when I was in Kansas City hatched out this week, Wednesday, and to my delight and surprise **EVERY ONE OF THE FIFTEEN HATCHED.** **THEY ARE A FINE BUNCH.** The weather for the past three weeks has been as bad as possibly could be for hens setting, but my sister took the best care of the hen all the time, with good results, and I feel proud of the lot of chicks.

Yours truly,  
W. E. M.,  
Burlington, Iowa, 6-5-08.

**TWELVE CHICKS HATCHED.**

*Ernest Kellerstrass, Esq.,  
Kansas City, Mo.*

Dear Sir:—I take pleasure in informing you that the last setting of eggs you sent me I set under a hen and she hatched **TWELVE CHICKS.** Every fertile egg hatched. **THEY ARE ONE WEEK OLD TODAY AND ALL STRONG AND HEARTY.** **THEY ARE A NICE FLOCK FOR ONE HEN AND ARE ADMIRE**ED BY EVERYONE WHO HAS SEEN THEM.

Yours truly,  
M. E. J.,  
Lyons, Iowa, 7-28-08.

**FORTY-FIVE CHICKS DOING FINELY.**

*Mr. Ernest Kellerstrass,  
Kansas City, Mo.*

Dear Sir:—I want to write you about our wonderful good hatch. Out of the sixty eggs we hatched forty-five chicks. We hatched eight chicks out of the choice setting; **NINE OUT OF ONE SETTING; FIFTEEN OUT OF ONE, AND THIRTEEN OUT OF ONE.**

The chicks are beautiful and doing nicely. We are very proud of them, and everybody in the neighborhood has been to see them.

Wishing you a successful season. I am  
Yours sincerely,

E. L. C.  
Randolph, Mo., 4-22-08

**WENT FIVE THOUSAND MILES UP TO THE LAND OF THE "MID-NIGHT SUN" AND STILL THEY HATCHED.**

*The Kellerstrass Farm,  
Kansas City, Mo.*

Gentlemen:—I thought I would drop you a few lines to let you know what luck I had with the setting of eggs I got from you. Well, we had bad luck, but through no fault of yours; to start with, one egg came broken, and then after putting them under the hen, she broke three, and three eggs were not fertile. So we have eight chicks, and they are doing fine; in fact, we have the first White Orpingtons in SKAGWAY, ALASKA.

So hoping to do better next time, and if these turn out all right, you may look for an order next spring, I remain

Yours truly,  
W. T.,  
Skagway, Alaska, 6-17-08.

**TWENTY-ONE HEALTHY CHICKS.**

*Kellerstrass Farm,  
Kansas City, Mo.*

Gentlemen:—I bought from you two settings of eggs; one from Pen No. 28 and one from Pen No. 8. From Pen 28 I hatched **TEN CHICKS**; tested on the fourteenth day; tested out two infertile eggs; one was broken during hatch and two did not hatch. From Pen No. 8 I HATCHED **ELEVEN CHICKS**; tested out two infertile eggs and two did not hatch. The chicks are four weeks old and I have lost but one chick from Pen No. 8. I have twenty fine healthy chicks from the two pens. I think I have done pretty well raising them so far.

Yours respectfully,  
MRS. M. F.,  
Logansport, Ind., 6-16-08.

**FOURTEEN OUT OF FIFTEEN ON TIME.**

*Kellerstrass Farm,  
Kansas City, Mo.*

Gentlemen:—Last evening, "on time," I found **FOURTEEN (14) CHICKS FROM THE FIFTEEN EGGS PURCHASED FROM YOU.** The fifteenth egg was not fertile; otherwise would have had fifteen White Orpingtons.

Yours truly,  
D. J. H.,  
South Pasadena, Cal., June 15, 1908

## HATCHED ELEVEN STRONG CHICKS.

Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I hatched Monday, July 18th, ELEVEN STRONG CHICKS, FINE AS A PIN. I received those eggs, before I got your letter, in good shape. Two eggs clear, one bad, and one died in trying to break the shell. I was much pleased and the chicks look as though they will live. They all hatched the 19th day of July. I thank you for your kind treatment and always will speak in favor of your farm. I expect more visitors next Sunday; believe they are in the city.

G. W. K.,  
Northampton, Mass., 7-18-08.

## ELEVEN NICE BIG CHICKS.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—I take pleasure in advertising that I have ELEVEN (11) NICE CHICKENS from the setting of eggs you sent me. Two eggs were infertile, one bad egg and one chick dead in the shell. Hen accidentally rolled egg out of nest when getting off and allowed it to get chilled. CHICKS WERE AS BIG WHEN HATCHED AS SOME WHITE WYANDOTTES WERE WHEN A WEEK OLD. I will be in the market for a cock to mate with the pullets if I succeed in raising them.

Yours cordially,

W. E. R.,  
St. Louis, Mo., 4-18-08.



## HATCHED FOURTEEN, TWELVE AND TEN.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—My three settings of the Crystal White Orpington eggs I received from you, about March 28th, have been hatched and a grand surprise it was. One hen brought out FOURTEEN CHICKS and one egg was bad. One brought out TWELVE CHICKS; two eggs had young ones in almost to maturity, one egg bad. The other hen brought out TEN CHICKS. Four eggs had young ones in dead, almost to maturity, one egg bad.

I HAVE DEALT WITH LEADING BREEDERS FOR A NUMBER OF YEARS, BUT NONE EVER GAVE ME THE FERTILE EGGS YOU HAVE GIVEN ME, AND I CANNOT COMPLIMENT YOU TOO MUCH, AS YOU DESERVE ALL AS A RELIABLE GENTLEMAN. I am

Yours respectfully,

L. O. K.,  
Pittsburg, Pa., 4-23-08.

## SHIPPED 325 MILES—MOVED THREE TIMES—HATCHED FOURTEEN OUT OF FIFTEEN.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I write to inform you that I got FOURTEEN LIVELY WHITE ORPINGTONS FROM THE FIFTEEN EGGS I ordered from you on April 16th. All are lively and doing finely. They began hatching last Thursday. I consider the hatch remarkable, as they were shipped 325 miles in the first place, and they were moved three different times after incubation began on account of difficulty in getting hens to properly attend them. The eggs seem to have remarkable vitality as well as fertility.

Will you have any eggs at reduced prices after hatching season is over?

Very truly,

J. E. C.,  
Kenwood Park, Iowa, 5-18-08.

## ELEVEN NICE CHICKS.

Ernest Kellerstrass.

My Dear Sir:—Your eggs came all right and I have hatched ELEVEN NICE CHICKS, but the bad weather killed five of them. Do they feather out rapidly or not? Can I expect any show birds from what I raise, or will it be at all unlikely for me to get any? What points do they have to carry them to 93 or 94 score? If not taxing you too much, give me the points, as I am a new beginner with the Orpingtons.

Yours respectfully,

B. G. L.,  
Cochran, Ga., 5-17-08.

## TWELVE HATCHED.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—I received the eggs I ordered from you Saturday, March 28th, and set them Monday, the 30th, and got a hatching of TWELVE LITTLE CHICKENS FROM FOURTEEN EGGS, one of the eggs being cracked; it had been done in the nest, as they showed no signs of damage in any way. The CHICKS ARE VERY SPRY AND NICE, and I am well pleased with the looks of them, and I am sure I will have the "WHITEST" chickens in this part of the country, as there are no Crystal White Orpingtons in this part of the country that I know of. I thank you for your honest dealing, and will want eggs from better mating the next time I order.

Yours truly,

L. B. T.,  
Crotthers, Pa.

## TWELVE HEALTHY, STRONG CHICKENS.

Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I have received one setting of eggs and got TWELVE HEALTHY AND STRONG CHICKENS out of the fourteen eggs; one egg was broken when we received them. The little chicks are now about ten days old, and every one is growing and as healthy as I have ever seen any.

Yours truly,

A. W. G.,  
Concordia, Mo., 5-26-08.

## ELEVEN FINE STRONG CHICKS.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Feel it my duty to report the result. On May 12th I had a hatch of ELEVEN (11) STRONG CHICKS from your eggs, and they are all doing splendidly so far.

Yours respectfully,

R. O. J.,  
Lannon, Wis., 5-28-08.

## FOURTEEN AND TWELVE HATCHED.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I have been intending to write to you telling you what good luck I had with the two settings of eggs I bought from you, but I have been very busy and sick on the side. I have FOURTEEN CRYSTAL WHITE ORPINGTONS out of the first setting and TWELVE OUT OF THE SECOND. I think that is just fine. The CHICKS ARE JUST AS LIVELY AND STRONG AS ANY I EVER SAW, and no doubt will make me a flock of good No. 1 birds.

I wish to thank you for your kindness and courtesies, and wish you the continued success of selling fine chickens.

Yours very respectfully,

G. C.,  
Platte City, Mo., 5-22-08.

## HATCHED TWELVE CHICKS.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—About the last of April I received a setting of Crystal White Orpington eggs. THEY HATCHED US TWELVE CHICKENS; three eggs were bad. THE CHICKS SEEM TO BE HEALTHY.

Respectfully,

B. F.,  
Huntsville, Mo., 5-23-08.

## TWELVE FINE CHICKS HATCHED.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—In reference to the eggs which I got from you on the 31st day of March and set the same day, they were nearly all hatched the 20th day of April; that is, a day before their time to hatch. THERE WERE TWELVE FINE CHICKS HATCHED, AND I AM WELL PLEASED WITH THE HATCH. I think they will make some fine chicks. The little chicks are doing fine.

Yours truly,

O. E. H.,  
Wagoner, Okla., 4-26-08.

## HATCHED TWENTY-FOUR.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—I make the following report: From Yard 30, two settings, thirty eggs, all in good condition, received March 23, 1908, set March 24th, under one black hen and one red hen. The black hen broke one egg in nest and HATCHED FOURTEEN CHICKS OUT OF THE FOURTEEN EGGS. The red hen HATCHED TWELVE CHICKS OUT OF HER FIFTEEN EGGS, but another hen killed two and one died in the nest. one egg was infertile, and the other had a dead chick in it. So we took off twenty-four nice, fine chicks and have them all yet. They are all we expected, "just splendid," and we are greatly pleased.

Yours truly,

H. O.,  
Pond Creek, Okla., 6-1-08.

**HATCHED TWELVE FINE CHICKENS.**

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—**HATCHED TWELVE FINE CHICKENS** out of setting of eggs from you and they are beauties; am going to try to raise all of them if care will do it.

Yours truly,

W. F. G.,  
Pocahontas, Iowa, 5-29-08.

**GOT ELEVEN CHICKS.**

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Would say that I received my setting of eggs in good shape and took pains to pick out one of my best hens to set them under. I made her a nest in front yard; she set fine; never broke an egg, but I got **ELEVEN CHICKS**. The other four eggs were not hatched, or had been spoiled in shipping, for they had not started to hatch, so I think the old hen done her part.

Yours for Orpingtons,

R. C. B.,  
Huckman, Neb., 5-28-08.

**THE FOLLOWING TESTIMONIALS**

are just a few from some of our customers, written during the month of July, 1909. It goes to show that we please our customers. We will furnish you the full name and address of any one of them if you are interested:

I bought 15 eggs from Mr. Kellerstrass at \$2.00 each. The chicks are not yet three months old and will weigh easily three pounds each at this writing. I shall, if I live, exhibit these wonderful birds at our State Fair in October, and if justice is done in the judging I shall score a triumph; \$100 APIECE WOULD NOT BUY THESE BIRDS FROM ME.

J. L. M.,  
Utah, July 30, 1909.

I bought eggs from the Kellerstrass Farm at \$2.00 each straight, and the chicks hatched from these eggs are chicks indeed.

As to the vigor of the Crystal White Orpingtons, I think they are unsurpassed, as I have proof of that this season by the birds from the eggs I purchased from them last season, 1908—about 95% HATCHED. The Kellerstrass Farm has always done the square thing with me, and they have my best wishes.

J. S. B.,  
Washington, July 12, 1909.

I bought 15 eggs of Mr. Ernest Kellerstrass for \$30.00. The chicks were hatched April 16 and I have so far succeeded in raising all that were hatched. Everyone who sees them thinks they are the finest lot of chicks they ever saw. I am well pleased with them. I HAVE ONE PULLET THAT I WOULD NOT TAKE \$50.00 FOR. So you see I think I am away ahead on the deal.

W. M.,  
Pennsylvania, July 4, 1909.

I bought eggs from Mr. Ernest Kellerstrass at \$2.00 apiece, and will say that the chicks hatched from these eggs are strong, healthy and as fine little chicks as you ever saw.

I find that Mr. Kellerstrass gives his customers their money's worth. I am very much pleased with the square dealings I had with him.

E. J. L.,  
Pennsylvania, July 29, 1909.

I bought eggs from Mr. Ernest Kellerstrass at \$2.00 each. I had remarkable hatches from said eggs, obtaining 66 2/3% in good, fine chicks, of which I am justly proud. I have visited his splendid farm on two occasions, at which time I made the acquaintance of Mr. Kellerstrass, and looked closely into the methods employed by him in the conduct of his farm, and will say that a view of Mr. Kellerstrass' birds would set the most conservative and cold-blooded chicken fancier to glow with enthusiasm.

A. S. D.,  
Oklahoma, July 12, 1909.

I bought eggs from the Kellerstrass Farm at \$2.00 each. I am very well pleased with my treatment by Mr. Kellerstrass. The birds seem to be healthy and thrifty and look good to me, as I am a breeder of prize birds. I think I received my money's worth, and expect in a few months to fill my pens by purchasing a few more pullets from him.

R. S. D.,  
Ohio, July 12, 1909.

I bought a setting of eggs from Mr. Ernest Kellerstrass for \$30.00. The chicks hatched from these eggs are healthy and rugged. They are now about three weeks old.

J. N. B.,  
New York, July 12, 1909.

I bought a setting of 15 eggs from Mr. Kellerstrass for \$30.00, and have nine healthy, vigorous chickens. They are beautiful as to color, shape and size for their age and no \$30 bill would buy them.

C. L. M.,  
Pennsylvania, July 12, 1909.

I bought a setting of eggs from Mr. Ernest Kellerstrass for \$30.00. I have seven very fine birds from them; all strong, large, healthy chicks. I have one pullet from this lot that \$50 would not buy. I also have thirty more eggs that will come off next week.

I find Mr. Kellerstrass a very fine gentleman with whom to do business—prompt and square, and he shall receive an order again next season from me.

E. F. B.,  
Wisconsin, July 12, 1909.

I bought 15 eggs from Mr. Kellerstrass and paid him \$2.00 apiece straight for them. I got ten chicks, and they are all living. I have handled four other breeds, and must say that the Crystal White Orpingtons are the best. They are the first to mature and they are the healthiest birds I have ever kept.

J. W. H.,  
Minnesota, July 12, 1909.

I bought 15 eggs from Mr. Kellerstrass at \$2.00 each, 12 of which hatched. They are strong and vigorous chicks. M. G. W.,

Tennessee, July 12, 1909.

I bought eggs of Mr. Ernest Kellerstrass at \$2.00 each, and will say I have bought eggs of other dealers, but I have got the best treatment from Mr. Kellerstrass of any of them to date.

S. S.,  
Ohio, July 12, 1909.

I bought a setting of 15 eggs from Mr. Kellerstrass for \$30.00, hatching and raising 12 chickens out of the 15 eggs. All are healthy, vigorous birds, and I expect to do some showing with them this fall and winter.

F. A. M.,  
Indiana, July 12, 1909.

I bought a setting of eggs from Mr. Kellerstrass for \$30.00. I hatched fourteen chicks from the setting. I have raised every one of these chicks and they are strong and healthy. They are perfect beauties and I can say that Mr. Kellerstrass has certainly been square with me in his dealings. I have had a very successful year all around with my Crystal White Orpingtons, raising 200 birds and sold about \$100 worth of eggs besides from ten pullets.

P. J. H.,  
Georgia, July 21, 1909.



A VIEW ON THE KELLERSTRASS FARM — KANSAS CITY, MO.  
WHERE THE "CRYSTAL" WHITE ORPINGTONS WERE ORIGINATED

I bought two settings of eggs from Ernest Kellerstrass at \$30.00 per setting this spring, and I have never seen any better chicks anywhere. While at present they are but half grown, they have great strong legs and feet. I have some eight hens that were hatched from eggs bought of Mr. Kellerstrass last season and they have proven to be wonderful layers and the most satisfactory of fowls. My dealings with Mr. Kellerstrass have been very satisfactory.

R. E. W.,  
Nebraska, July 14, 1909.

I bought a setting of eggs of Mr. Ernest Kellerstrass of Kansas City, Mo., at \$2.00 per egg. I have made other purchases from Mr. Kellerstrass and have found him a very satisfactory person with whom to do business.

T. F. B.,  
Colorado, July 12, 1909.

I bought eggs from Mr. Kellerstrass at \$2.00 each, and am well pleased with the results. Every egg hatched but two. Will say Mr. Kellerstrass is a gentleman in his dealings, perfectly reliable, and if he treats all of his customers as he did me he will certainly win success.

J. T. O'B.,  
Iowa, July 20, 1909.

I purchased eggs from Mr. Kellerstrass at \$2.00 each. The chicks hatched from these eggs were very strong and vigorous. It was never my lot to have a stronger or more healthy lot of chickens, and growing like weeds. I am more than proud of them and have wished many times this summer that I had gotten two settings of eggs instead of one. I expect to have them on exhibition this coming winter and expect to win some ribbons.

R. M. G.,  
Iowa, July 17, 1909.

I bought some eggs from Mr. Kellerstrass at \$2.00 each; the hatch was good; chicks are vigorous; never lost a chick. Looks now as though we would have the best White Orpingtons for sale this season we have ever had.

T. E. L.,  
Indiana, July 12, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—In regard to the laying qualities of my chickens, will state that I have a pullet that laid 197 eggs in eight months. I have a hen that hatched a brood of chicks for me that began laying when the chicks were three weeks old and laid sixteen days in succession. Can you beat it? Mr. Hale of the Reliable Poultry Journal was down to see me and saw the hen taking care of the little chicks. He will have a write-up of her in the next issue. Are you selling hens at reduced prices? Let me know,

Respectfully,  
J. C. M.,  
St. Charles, Mo., July 30, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I have been anxious for some time to write you concerning the stock I got from you as to laying qualities; they sure lay. I think it ought to be THE BIG LAYERS, instead of the BIG WINTER LAYERS, as they lay the year around and certainly beat any strain I ever had. The following are some of my best results: One hen layed 227 eggs, another 205 and another 196.

I have some young stock that gives wonderful promise for next season.

With best wishes for your continued success with Crystal White Orpingtons, I remain,

Yours truly,  
G. C.,  
Platte City, Mo., July 17, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Replying to yours, I only had two pullets from my first setting bought of you, hatched May 16, 1908. No. 1 commenced laying Jan. 16, 1909, and up to July 11 had laid 157 eggs, and the other to July 15, 1909, laid 94 eggs.

Yours truly,  
L. K. T.,  
Princeton, Ill., July 16, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Up to 8-1, my pullet that I reported to you has laid 168 eggs. On July 18 one of her pullets commenced laying at four and one-half months old and for four days after first ten days has laid each day.

I am very well satisfied with the Orpingtons and can readily understand why you should be so well pleased and advertise so extensively. I have a lot of nice pullets this season.

Respectfully  
L. K. T.,  
Princeton, Ill., Aug. 4, 1909.

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Your Crystal White Orpingtons are certainly great layers. I have placed my Crystal White Orpingtons (Kellerstrass Strain) in competition with other well known breeds, but I have found that the Crystal White Orpingtons are much superior.

I have one Crystal White Orpington (Kellerstrass Strain) which has a 265 egg record.

No other breeds for me in the future except the Crystal White Orpingtons.

Yours truly,  
A. W. G.,  
Concordia, Mo., July 21, 1909.

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Yours of some days ago received. I have one hen that has laid 259 eggs in less than a year, lacks about six weeks or perhaps two months, but set three weeks, then gave chickens to another hen and she went right to laying in a few days. I have as good laying strain as there is of the White Orpingtons.

Do not forget that I am to have two females from your yards in September. I thought I would remind you of this or you might sell too close to let me have any.

Respectfully,  
MRS. R. M. G.,  
Chariton, Iowa, July 30, 1909.

P. S.—My seven from your eggs are doing fine and want to be ready for shows.

My Dear Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I have a Kellerstrass strain Crystal White Orpington pullet that laid 251 eggs in twelve months.

I have one pen of sixteen pullets (now hens) that laid 3,696 eggs in twelve months.

I call them my "slot machines."

Not one of these hens has been in a broody coop over 48 hours at a time.

L. J.,  
Haysville, Pa., July, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I was just thinking yesterday that I would like you to know how much pleased I have been every hour with the son of Peggy purchased from you last spring. He is crowing lustily right now, and is the finest rooster I have ever known without doubt.

I thought you would have enjoyed a little rest from my pen, though I am glad of an excuse in your last to hand to write again. I enclose the laying record. Of course, they had a period of molting and attended four shows, away over a week to each show.

My last year's pullets have laid splendidly, but I haven't kept a record of them. Have a fine lot of young stock and sold over fifty settings of eggs.

The following is the record of my hens:  
Hen No. 375 laid 155 eggs in twelve months.  
Hen No. 567 laid 206 eggs in twelve months.  
Hen No. 719 laid 186 eggs in twelve months.  
Hen No. 5924 laid 104 eggs in twelve months.

Yours truly,  
L. C. C.,  
Gloucester, Va., July 17, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Your letter at hand. Will say that I got four cockerels and one pullet out of the setting of eggs and raised them all. I had them in the show room at Music Hall Jan. 12 to 16. I took second on pullet and third and fourth on cockerel. I sold the third cockerel at the show for \$25.

I will have to get some pullets from you this fall. My hen started to lay two days after the show, 18th of January, and up until the 18th of July she laid 123 eggs, and she is bettering better all the time.

Yours truly, W. H. L.,  
Cincinnati, Ohio, July 18, 1909.

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—In reply to your letter would say I had a pullet last year from your yard No. 10 that is a wonder for eggs. You see, I have no egg record for a year, as I had none of your stock that commenced to lay until last November, which makes only eight months. You know they were late hatches from your eggs last year.

But the pullet I speak of began laying Nov. 2d, and up to July 1st laid 210 eggs, and so far this month has only skipped one day. In June she became broody. I shut her up right away and the third day she laid, is on the nest bright and early and the greatest worker I ever saw; works and sings. I would not take a good deal for her. She is not over large, but other ways a good hen.

I only had two pullets from your yard No. 10. The other one has laid splendidly—189 eggs in eight months. My other two hens were from your yard No. 24 and are excellent layers, but not as good as the others. I have only four hens. Since March 1st I sold six settings of eggs; have 100 chicks myself, besides some eggs that did not hatch. So I think that good from four hens.

My young stock, especially my pullets, look fine. Shall send some to the larger towns this fall. I have a male bird hatched from eggs from you last spring that has run in the sun all summer and shows but just a slight tinge of creamy look, is very nice in color and size. If I decided later to get a hen of you—how good a one could you send me? Would want one with a good comb and short on legs, as the bird I speak of is a little long on legs, and I should mate him up to the hen if I got her.

I took out a little ad in a poultry journal advertising "Kellerstrass Strain" and had more orders than I could fill, while a friend of mine who did not advertise the strain—simply said "White Orpingtons"—had very few inquiries, which shows the Kellerstrass Orpingtons are certainly in great demand.

Wishing you success, I remain,

Yours truly O. M. B.,  
Oneonta, N. Y., July 14, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—My records on four of my best hens are as follows: First Crystal White Orpington hen laid from August 1st, 1908, to August 1st, 1909, 228 eggs; the next hen laid 208; the next 196, and the next 181. The pullet which I purchased from you for \$50.00, which is a daughter of your great egg layer, Princess Louise, is the most persistent thing to lay eggs I have ever seen, and I expect her, by the close of the year, to beat the record of her mother, or 236 eggs. I am going to have the pictures of these two hens in the "Poultry Success" in September issue. They are both fine, large hens, weighing eight pounds each. My young birds are doing fine. I expect to exhibit some at the Chicago show this winter.

Again thanking you for your kindness in shipping me the last eggs, I am

Truly yours, J. S. B.,  
Parker's Landing, Pa., July 26, 1909.

Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—In reply to yours will say: First—My pullet christened "Sweepstakes" has laid 138 eggs.

Second—"Peggy the Second" has laid 127 eggs.

They have had every care and are still laying. The others are doing fine also and bid fair to be good show birds.

Yours respectfully,

C. L. H.  
Whitesville, Mo., July 28, 1909.

Kellerstrass Poultry Farm,  
Kansas City, Mo.

Gentlemen:—I have a pullet that has laid 123 eggs from Jan. 1, 1909, to July 1, 1909.

I have a good many young chickens this summer.

Yours truly,

A. M. R.,  
Morocco, Ind., July 27, 1909.

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—In reply to your letter of recent date asking for report on Crystal White Orpington layers will say my pullets have all laid exceedingly well. My best layer has laid one hundred and seventy-six (176) eggs since Dec. 23. I have almost a field full of chickens hatched from her eggs alone. She is now in full molt, having missed three days so far in July. I do not believe there is a hen or pullet in the world that has produced more eggs since Dec. 23 than mine has.

With best wishes for your success, I beg to remain,

Yours very truly,

Mrs. W. A. S.,  
Ellsberry, Mo., July 26, 1909.

Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I will send you the result from one pullet—the only one I have.

Hatched June 20, 1908.

First egg laid February 4, 1909.

Up to July 25—119 eggs, and lays every day. She is a worker in laying.

She hatched in March twelve chicks, and lost about twenty-seven days in laying. So this would bring up about 140 eggs in five months.

This is going some.

In February I will send you report for twelve months in full.

I have about forty chicks coming along nicely.

Yours truly,

G. Wm. K.,

Northampton, Mass., July 25, 1909.

Ernest Kellerstrass,

Kellerstrass Farm, Kansas City, Mo.

Dear Sir:—I happened to be at Florence, Ala., yesterday on the arrival there of the pen of Crystal White Orpingtons which were ordered from you.

They were in good condition, and I wish to thank you for the splendidly beautiful birds you sent me. They are certainly the most beautiful pen of chickens I ever saw. I am not surprised that all the world wants your stock of chickens. What will you sell me one or two settings of eggs for?

Yours truly,

H. C. W.,

Memphis, Tenn., Feb. 23, 1909.



"CRYSTAL" WHITE ORPINGTONS WERE ORIGINATED ON THE KELLERSTRASS FARM, KANSAS CITY, MISSOURI AND WE STILL RAISE THEM BY THE THOUSANDS

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I have eleven fine, healthy chicks from the \$30.00 setting bought of you March the 1st. I am going to take extra care of them, and I hope I will succeed in getting something that will take the blue ribbon wherever shown. I would like to have another setting of them, but it is too late in the season now.

I had a fine business this season; far better than I expected; could have done better if I had had the stock, but, as you know, I had a very few birds, consequently had to be satisfied with a small business. I will be prepared for the trade another season. I have a fine chance of little fellows that came off in January and February, and they are growing fine. Wishing you a good and prosperous business, I beg to remain

Yours truly,

J. M. P.,

Minden, La., April 22, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I herewith enclose you order for \$10 for which you will please ship me, at your earliest convenience one setting of eggs. Would like for you to advise me a few days before shipping them. I sent my birds to Little Rock last week and, am proud to say, captured first prizes on cockerel, pullet and pen. They beat the world laying. A large portion of the last six weeks I have 100 per cent on egg production. Have had numerous orders and inquiries for both eggs and chickens. Unfortunately my stock is limited and I am setting all I can get. You will no doubt get many calls for eggs and stock, as I have given your address in most cases. I hope you will be able to furnish me with a setting in the near future.

Yours truly,

R. H.,

Pine Bluff, Ark., 2-11-09

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Mr. Kellerstrass:—Am writing to report the success had with chickens purchased from you last December. One hen proved to be an exceptionally good one, laying **NINETY-THREE EGGS BEFORE TAKING A REST** of more than one day in succession. Set seven of her eggs on New Year's day, hatched five chicks which I have raised. The largest pullet weighs four and one-half pounds now, and today, on going into the coop, found a pullet's egg which one of them had laid. **SHE WILL NOT BE FOUR MONTHS OLD UNTIL MAY 20TH.** This is a record that none of the chicken fanciers here have ever heard of, and it may sound "fishy" to you, but would be qualified as to its authenticity. Have forty chicks hatched, and this will occupy all the room I have. Would like to purchase a cock bird some time during the summer or fall, to mate up with these pullets. Would like one well marked, good comb, nearly up to standard weight; one that will score 93 points anyway. Have several very promising cockerels on hand. Will you please advise me as to the purchase of cock, price, etc.?

Thanking you for your courtesy, I am  
Yours cordially,

C. J. D.,  
Vandergrift, Pa., May 15, 1909.

Ernest Kellerstrass, Esq.,  
Kansas City, Mo.

Dear Sir:—I have been most agreeably surprised at the egg production. My Orpingtons have **FAR EXCELLED ALL EXPECTATIONS.** I have a very fine bunch of birds and feel sure I'll do credit to your strain.

If nothing prevents, I expect to enter my birds at a number of shows this fall and winter, and hope to make it exceedingly hot for my competitors.

I hope to have the pleasure of visiting your farm some time this year, as I am very anxious to know and see more of the Crystal White Orpingtons.

Yours truly,  
R. H.,  
Pine Bluff, Ark., July 23, 1909.

Mr. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—The birds arrived this A. M., Monday, and for anything I see are in fine shape; and as for my opinion, think they are a trio of fine birds. I don't know as they are any relation to "Peggy" and "Biddy," but look as though they might be. I have a nice place for them and will do my best to accomplish good results. Thanking you for the attention paid my order, and hoping I may be able to make a good report, I remain

Yours truly,  
L. O. K.,  
Chatham, N. Y., March 29, 1909.

Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—You will remember that I raised to maturity fourteen chickens out of fifteen of your White Orpington eggs, and you used my letter in this season's mating list. When I get my egg premium from you I shall claim that I have cleared over one hundred dollars from one setting of your eggs within one year. I figure it this way: I won three prizes at two of the January shows on a cockerel and pullet selected from the flock and sold two of the cockerels that I did not care to keep, realizing \$20; your prize will bring the proceeds to \$50. I have \$12 worth of eggs booked for March delivery, without any attempt at advertising, and inquiries are coming in every few days.

I have a breeding pen of one prize cockerel and eight females, one of the pullets scoring 96. I have two extra cockerels besides. I value my breeding pen at \$100. If you will agree to duplicate it in quality for less money, I will come down in price, but they are **NOT FOR SALE.** I have been requested many times to put a price on them; they will be worth more than \$100 to me for breeding, for I intend to raise every Orpington that I can, and I know that I can sell every surplus egg at a fancy price.

My eight pullets are laying finely and are laying almost as many eggs per week as five times their number of Buff Wyandotte hens and pullets. The judge at the Cedar Rapids show pronounced my cockerel the whitest bird he had ever judged. He scored 93 after 2½ points had been deducted for accidental injury to his comb and wattles.

My estimates may look pretty large, but it is just the way I see it, and all from one setting of eggs. I only regret that I did not invest \$100 in eggs last season.

Yours truly, J. E. C.,  
Kenwood Park, Iowa, Feb. 22, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Replying to your favor of the 15th inst., will say I am well pleased with the pen of Crystal White Orpingtons received on the 17th inst. They seem to be in good condition and not any worse for the trip. They are certainly nice stock. Thanking you for your prompt shipment, etc., I am

Yours truly,  
E. A. J.,  
Villa Grove, Colo., May 19, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Last year my Crystals were not hatched early enough to begin laying at this season. So I have no year's record, but am sending record of one of my pullets for eight months, thinking possibly it might excel the year's record of some. She was hatched May 8, 1908; began laying Nov. 24, 1908, and has laid 142 eggs to this time and is still at it.

Respectfully,  
C. S.,  
Weldon, Ill., July 29, 1909.

Kellerstrass Poultry Farm,  
Kansas City, Mo.

Gentlemen:—The pen of Crystal White Orpingtons you selected and shipped to me by express arrived safely this A. M., and I am entirely satisfied with your selection, and consider myself very fortunate in getting such fine birds for my start with this breed of chickens.

There was some delay in receiving them, as there was some breakdown upon the railroad, but no harm resulted except that I thought they would never cease drinking. After satisfying their thirst they seemed perfectly contented in their new home, and I shall expect them to begin business very soon.

Thanking you for your careful attention to my order, and wishing you success, I remain  
Yours truly,

E. P. B.,  
Springfield, Ill., May 26, 1909.

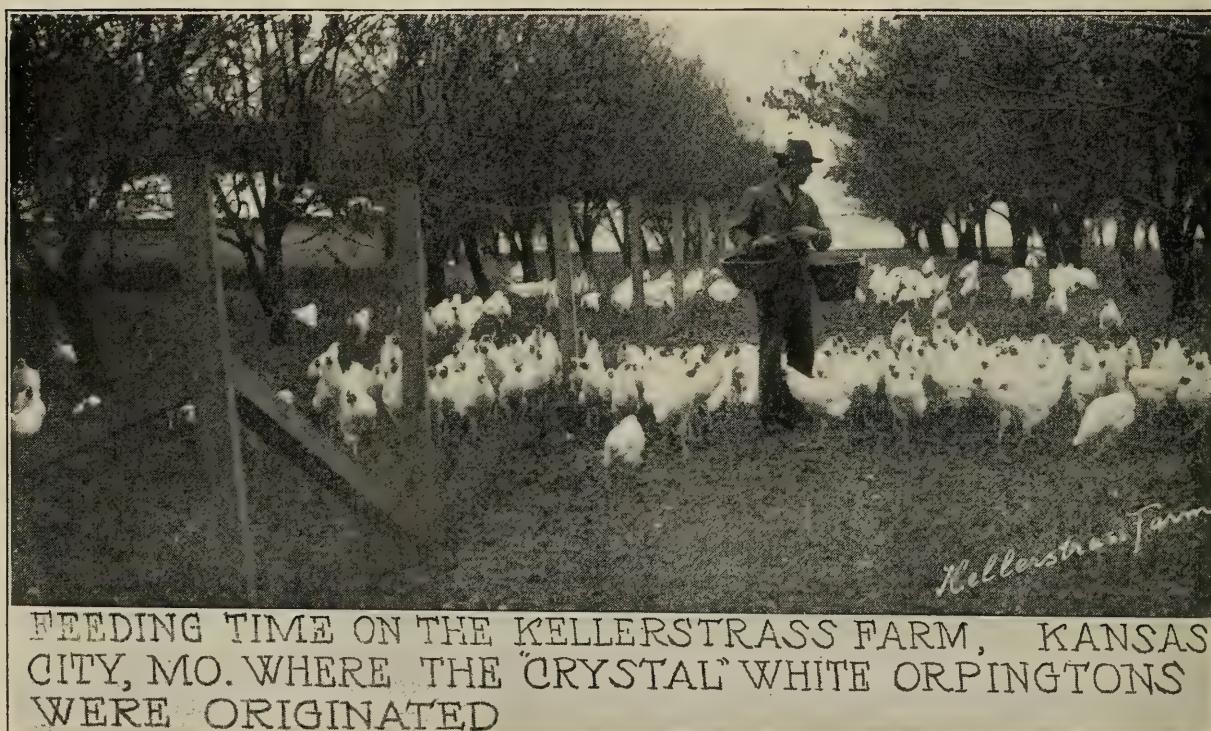
Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I am about to send a pen and a trio of hens off to the Baltimore Show. I got special mention, I think, from the Richmond Show, because my birds, though entered in the pen class, were individually ahead of the prize-winners in the single class. They said they hoped I would send up a good string, and I had pretty nearly as good at home as I had at the show.

Hens laid all through the show; I had not been back twenty-four hours before they had laid. I have the finest cockerel from first pen to breed from.

Yours truly,

MRS. L. C. C.,  
Chattahooche, Ga., July 15, 1909.



Mr. Ernest Kellerstrass,  
Kellerstrass Farm, Kansas City, Mo.

Dear Sir:—The cockerel and four pullets arrived yesterday, and your selection was a good one. We are much pleased with them. We have had over fifty visitors looking at them.

Yours truly, J. B.,  
Williams, Ariz., March 20, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I received the chickens in good condition on the 8:35 express last night, and am very well pleased with them so far and hope they will lay soon. They seem right at home and are as lively as can be.

Thanking you for your promptness and wishing you much success in the future, I am

Yours respectfully, H. M.,  
Bangor, Mich., March 18, 1909.  
Mt. Joy, Pa., 4-29-09.

Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I suppose you will think, after reading this letter, that I am a green mortal, but that is not the case. Something happened to me this time that never did before in all my experience. I wrote you that I was disappointed in just getting six chicks out of the thirty eggs. I will admit I was, but it seems that Providence was with me; instead of taking the eggs away from the hen, as I usually do, I was so disgusted that I left her set two days longer, and to my amazement, at the end of the third day after the hatch should have come out, I went to take her off and found nine chicks under her. I was surely surprised; instead of only six I have fifteen, and perfectly satisfied with my hatch. Had sixteen, but one was killed in the nest. I suppose the chick must have chilled the eggs and that delayed the hatch.

Yours truly,  
E. W. G.,

Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I write to let you know that I got thirteen fine Orpingtons from the prize setting of eggs that I received from you last month.

My hen broke one of the eggs that would have hatched. I am raising them in a home-made fireless brooder, and in spite of the damp, cold weather, all are alive and doing finely.

They are now eight days old, and I never saw chickens do better. I can testify once more to the exceptional fertility and vitality of the Crystal White Orpingtons.

Yours truly. J. E. C.,  
Kenwood Park, Iowa, 4-22-09.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Would say that I have had fine success with the three settings of eggs received from you, receiving thirty-one fine chicks, of which I am very proud, and I hope I shall be able to raise them all.

Yours respectfully,

E. C. F.,  
Brighton, Ill., 4-6-09.

Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—In regard to the setting of Crystal White Orpington eggs that I bought from you and which came off May 4th, 1909, I got six chicks out of eight eggs from your \$30 matings and five chicks out of your \$10 matings; eleven out of all, which I am well satisfied with. They are doing fine at this writing. Please remember me for your catalogue in the coming year.

Yours respectfully,

L. C. Z.,  
Hibernia, N. J., May 24, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Your letter of the 23d came to hand yesterday, but the cockerel came through on Tuesday, the 26th. He came in good condition, and I must say that I am very well pleased with him. I like his shape and color a little better than the other one. I think that he will be a good breeder. I have a hen that scored by Judge Northrup, of New York, 96 points; in fact, the whole pen where I am putting this bird scored from 93 to 96 points, and I think that I will surely get some very fine chicks from this pen this year. I am very much pleased to know that you are doing a square and honorable business. It is a pleasure to deal with a man who holds his honor above money. I am very much pleased with the dealings we have had, and I thank you for honorable and square dealing.

Yours most respectfully,

L. J. McI.,  
Milton, Ore., Jan. 29, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Replying to your inquiry of July 10th, in regard to how your birds are doing in my hands, will say that I am more than pleased with them. I kept ten pullets for egg purposes during the last season and from the start I was struck with the remarkable laying qualities of one particular hen hatched from your eggs. She commenced laying Oct. 16, and has continued up to July 15, which makes 272 days. While I had other hens during this period which have taken their nests to set from four to six times each, this hen has never taken to her nest to set. She will be a good hen to breed a non-setting class from. I used her in the past season simply because I had so few birds. In other words, this hen laid 263 eggs in 272 days. I never heard of this hen's equal.

Yours truly,

P. J. H.,  
Chattahoochee, Ga., July 15, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I hatched a pullet from Crystal White Orpingtons on Jan. 20, 1909, that laid her first egg on May 15, 1909, and has laid 38 eggs to the present time. This is the comment and wonder among chicken fanciers in this community.

Respectfully,

C. J. D.,  
Vandergrift, Pa., July 13, 1909.

P. S.—This fact will be subscribed to before a notary if you desire.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—In answer to your inquiry as to the number of eggs laid by hens from the Kellerstrass Strain, I am glad to report two which I think have an excellent record; one laying 192, while the other laid 183. This is, of course, from my best hens, the others laying from 135 to 150. Hoping this will be of interest to you, I remain,

Yours truly,

A. F.,  
Akron, Ohio, July 26, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—The four hens and roosters, also the three settings of fifteen eggs, arrived here this A. M. at ten o'clock. A great many admired the fowls, for they are a fine lot and I am well pleased with them. Receive my thanks for sending such fine birds. The eggs were all in first-class condition.

Yours truly,

C. H. L. K.,  
Millers, Nev., March 7, 1909.

Mr. Kellerstrass,

Kansas City, Mo.

Dear Sir:—Yours of the 10th received. All of our hens have laid well all season and especially one—Kate Kellerstrass—which is a regular egg machine.

Yours very truly,

G. C. J.,

Ottumwa, Iowa, July 23, 1909.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—Kindly send me a few of your latest catalogues, as I have some friends wishing same.

Yours very truly,

G. C. J. & SON,

Ottumwa, Iowa, March 10, 1909.

P. S.—Are getting orders for all eggs we can furnish.

Ernest Kellerstrass,

Kansas City, Mo.

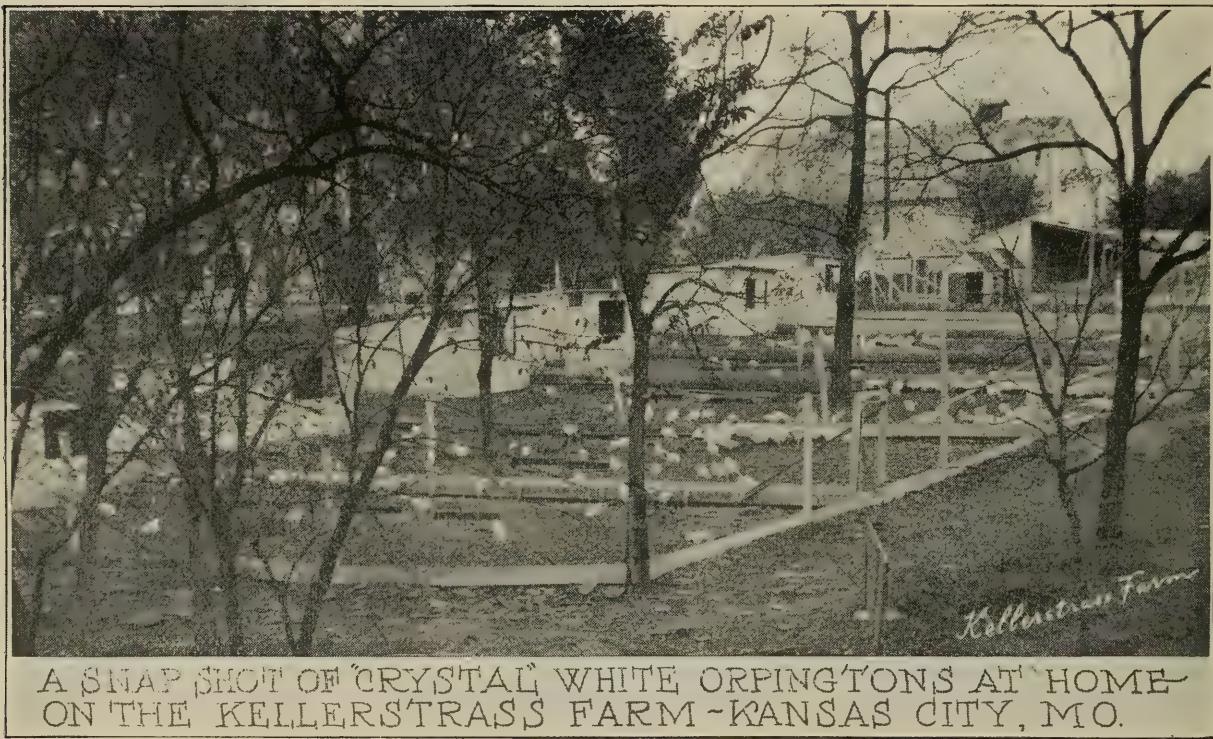
Dear Sir:—Received the cockerel safely yesterday, the 25th inst., same arriving in splendid condition.

In reply to your letter, I must say that I am more than pleased with the bird you sent me, as he surpasses all my expectations.

I had decided to commence with Crystal White Orpingtons, believing that the best way to start was by obtaining the best, and whatever success I may attain will, I am sure, be in no small measure due to your good selection and fair way of dealing with me. I remain

Yours respectfully, N. F.,

Fravel, Wash., Feb. 26, 1909.



A SNAP SHOT OF "CRYSTAL" WHITE ORPINGTONS AT HOME  
ON THE KELLERSTRASS FARM - KANSAS CITY, MO.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—I should have written you several days ago, but was out of town for a few days.

The pen of chickens was received in good shape and everyone thinks they are a fine pen. One hen started laying in a couple of days, and now I am getting three eggs a day.

Thanking you for this pen, I am

Yours truly,

C. D. G.,

Oskaloosa, Iowa, 3-3-09.

Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—The breeding pen of Orpingtons arrived promptly and in fine condition. Am well pleased with them. One of the pullets started in laying on the second day after their arrival.

Yours very respectfully,

J. H. K.,

Millersburg, Pa., March 23, 1909.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—I am enclosing three first certificates properly signed. We presume there are others of your patrons who have made more shows and taken more "firsts" than we have. However, wish you to know of the success we have had. We are much pleased with the many compliments we have received on our Crystal White Orpingtons, and hope by another year to have at least a dozen prize winners. Our pullet scored 96 at Belle Plaine, Ia., by Judge Ellison. We are delighted. They call her the "Second Peggy" up there. I was very much pleased to make the acquaintance of your son here at Cedar Rapids Poultry Show, and I admired your exhibit very much. Our pullets are laying finely.

Very truly,

MRS. J. E. C.,

Kenwood Park, Iowa, Feb. 13, 1909.

P. S.—Do you know of any pullet shown this year which has scored better than ours?

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I received your letter of December 1st, and certainly do want your mating list and catalogue as soon as published. I wrote you some time ago, asking "If you would book me an order for a setting of eggs, to be sent about March 1st, 1909, from your \$45.00 pen of 1908, or its equivalent, 1909, and would send you a check in ample time to pay for eggs to be sent at that time."

You were away from home and daughter answered letter. I am sorry I will have no Kellerstrass Orpingtons for sale. I raised nineteen chickens; ALL BUT ONE that hatched from eggs received. By culling the nineteen down will have a beautiful pen to hatch from. As I am so delighted with the birds from your cheaper pens, it makes me more anxious to have birds from your best.

In answer to letter, we have quite a number of poultry shows near us (live twenty-seven miles west of Harrisburg), but as I live in a small town do not have room enough to raise more than a limited number of birds. I do not care to take birds myself to the shows, and do not have enough to justify me to send a man to exhibit for me. I did exhibit at show the time I wrote you, and took first prize: had several offers for my birds, but would not sell, as I look forward to raising next year from pen. Last year I advertised in "Farm Journal" and was surprised at the sale I had for settings of eggs.

I look forward to 1909 with a great deal of pleasure, as I love to take the eggs, place in incubator, hatch and raise the chickens all myself. Have been raising chickens only four years and am delighted with improvement and success every year. Please send mating list when published. Thanking you for your kind business suggestions that I am sure will be a great help, I remain

Respectfully,

MRS. C. M.,  
New Bloomfield, Pa., 12-7-08.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Your kind favors of the 1st and 2d at hand, and I have noted very carefully what you say about showing birds. I think that true; it is worth a great deal to show one's birds. I am expecting to show at Fremont, Lincoln and Omaha; would have liked to take in the other small shows, but I could not get the time to go.

Mr. Kellerstrass, I have written to everyone who advertised in the poultry papers, of the Crystal White Orpingtons to buy some more birds, and have only succeeded in getting two bunches of pullets and some cockerels. I am going to mate out some more pens of the Crystal Whites for sale; I have now three pens that are for sale—one at \$100, one for \$75 and one for \$50 per pen.

I did not want to sell them just now, for they are not quite up to weight. I had a judge come here from Lincoln on the 1st of December—that was the first of this week—and score all my birds. My CRYSTAL WHITES scored 90 and better, with cuts for weight three to five

points. When they are up to weight they will be very good.

Now, Mr. Kellerstrass, I want your new mating list as soon as I can get it. I want some more eggs as quickly as I can get them. I have a nice old hen setting now, but no eggs of the CRYSTAL WHITES to put under her. How soon can I get a setting for her?

I sold a pen for \$75—four pullets and one cockerel. I thought this a pretty good price for a new beginner in the Whites, but I want to hold up the price as high as I can, for I am going to raise all the Crystal Whites I can next season.

I am on a deal now for ten more pullets of one man who bought birds of you last year, and I am on a deal now for a cockerel from another man who wants \$25 for his cockerel. I think I will take the bird. I will have several birds for sale when I get them shaped up. I thank you very much, Mr. Kellerstrass, for your kindness to me.

Yours very truly,

W. D. B.,  
Shelton, Neb., 12-4-08.

Mr. Kellerstrass,

Kansas City, Mo.

Dear Sir:—I received the ribbons some time ago. I showed at Iowa Falls and won first pullet. I showed at Dows and won first cockerel, first pullet and first pen. You had a \$30.00 setting of White Orpington eggs; they were won for the best ten White Orpingtons in the Dows Show, and I won them. And the cockerel that I showed in Dows—D. E. Heaile said he was the best shaped White Orpington cockerel he ever saw. That cockerel was from a setting I bought from you last year.

Yours very truly,

W. O.,  
Dows, Iowa, 2-9-09.

Mr. Kellerstrass,

Kansas City, Mo.

Dear Sir:—The pen of White Orpingtons arrived in good condition. I am much pleased with them. They are surely great egg producers. I have had Buff Cochins for fifteen years and am the head of the heap, having won the American Buff Cochin Club cup three times straight.

While I like the Cochins, I am liable to switch. I am setting every Orpington egg I get.

You will have to look out for me.

Yours very truly,

T. A. H.,  
Cedar Rapids, Iowa, April 15, 1908.

Mr. Kellerstrass,

Kansas City, Mo.

Dear Sir:—The chickens arrived all O. K. last Thursday. They are certainly very pretty and I believe what you say about their laying qualities, for we have gotten two eggs already from them.

Thanking you for same, I remain

Yours truly,

MRS. E. L.,  
Newton, Ga., Feb. 1, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Enclosed you will find two certificates that won this week at the show at Ashley, Ohio. We are going to make eight or ten shows around this section, and I think we can win over anything in this country. We think we have at least one high-class pullet, as she scored 93 1/4 and was docked two for weight.

We only sent one cockerel and two pullets and won two firsts and a second. We did not expect to show our birds quite so early, and did not have them up to weight. We would like to have our badges to put on the coops next week.

Yours very truly,

MRS. F. A. W.,  
Tiffin, Ohio, 12-4-08.

Mr. Kellerstrass,

Dear Sir:—Beg to advise you that I have twelve fine chicks from the eggs I got of you; all doing fine.

Yours very truly,

F. A. M.,  
Liberty, Ind., March 10, 1909.

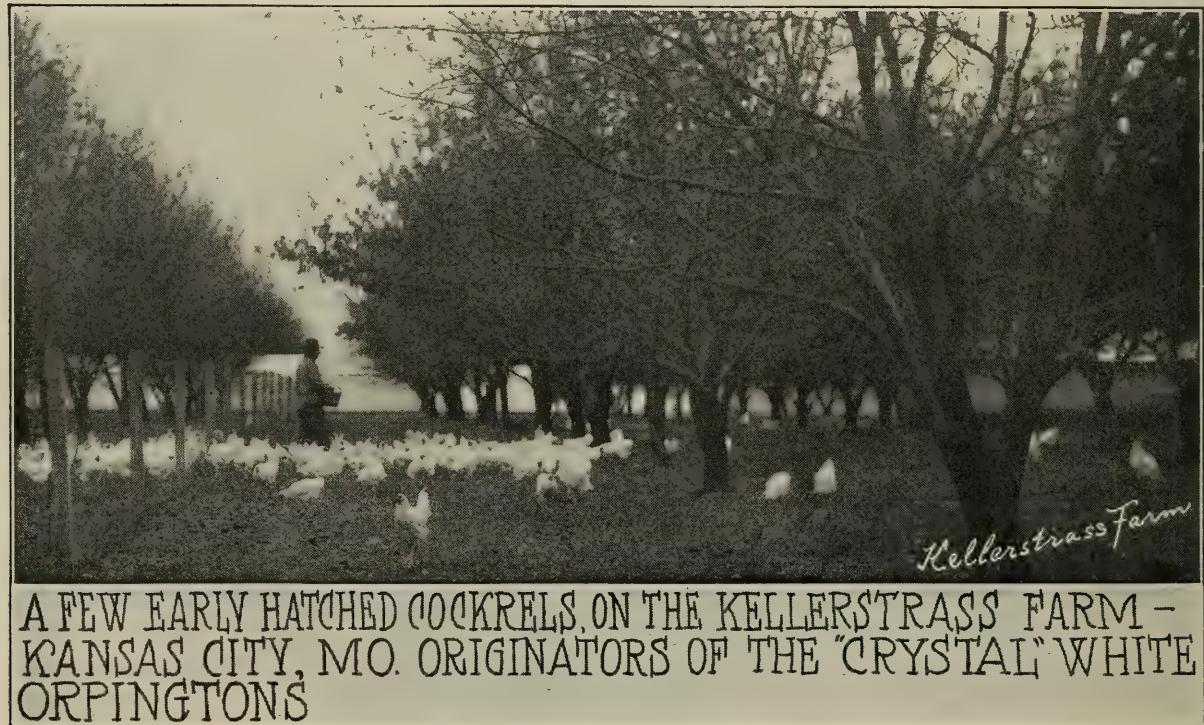
Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—The setting of eggs we received from you on March 4th hatched March 25th, and we have eleven fine chicks. Every egg was fertile, but four chicks did not get out of the shell.

We are pleased, as we are with all eggs received from you.

Yours very truly,

D. H.,  
Salina, Kans., March 29, 1909.



Mr. E. Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Please find enclosed \$10, for which please send me one setting of Crystal White Orpington eggs.

As to the yard they are to come from, I leave that to you, as you know your birds, and trust that you will do the best you can for the money.

As for the eggs I got last year, I have two pullets that are real good. I had them to the local show. They were young, but I wanted to see what they were. One scored 89 1/4, the other 91 1/4, with 3 1/2 points each cut for under weight. One has laid twenty-two and the other twenty-three eggs this month, with two days remaining.

I am satisfied that the laying qualities are in the Crystal White. Please ship my eggs on or about the 15th of March if you can.

Yours truly,

H. R. S.  
Bellingham, Wash., Feb. 26, 1909.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I fully appreciate the interest you show in my success, and am greatly obliged to you for the same. I certainly wish one of your new mating catalogues, as I shall order more eggs of you this winter sure, and shall hope I may not be disappointed by not being on the list of fortunate buyers.

My five pullets of Crystal White Orpington strain hatched April 14th, 1908, and are all laying now. I got the first egg November 18th, and before the 26th each pullet had laid her first egg. I shall not have any eggs to sell other than order I already have, as I wish to hatch one hundred myself from these pullets, and as for selling the pullets, it will take a good price to get them from me.

Trusting I may receive a mating list from you as soon as possible, I remain

Yours very sincerely,

E. J. B.,  
Detroit, Mich., 12-5-08.

Mr. Kellerstrass,

Kansas City, Mo.

Dear Sir:—I received from you yesterday a copy of your mating list, for which I thank you. As to the setting of eggs that I got of you last June, will say that they were hatched on the first day of July, and we raised ten chicks—five cockerels and five pullets—gathered our first eggs on the first day of January, and by about the 15th I think they were all laying. We have no exact account of the number they laid in January, but think about sixty; kept a correct account of the number they laid in February, and procured one hundred and eleven. Now, that is the greatest record we have ever had for six Missouri pullets.

Yours respectfully,  
Carthage, Ill., March 6, 1909.  
W. B. M.,

Mr. Kellerstrass,

Kansas City, Mo.

Dear Sir:—Kindly allow me to thank you for your honorable way of doing business. Eggs received in good condition, and I set them the second day after receiving them; hatched eleven strong, healthy chicks; am very much pleased and hope to be able to raise them all. Will give you another order in time; maybe this season. Can you furnish them on short notice?

Yours truly,  
J. G. C.,  
Greenville, Ill., April 10, 1909.

Mr. J. S. Jordan.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—After visiting your poultry farm while attending the poultry show at Kansas City, I cannot help writing you a letter, congratulating you on your excellent system of caring for poultry. I have had the pleasure of visiting many poultry farms, both here and in the East, and I consider your poultry farm an ideal one.

Your Crystal White Orpingtons I consider are the finest I ever had the pleasure to see. And your excellent trap nest system no doubt has enabled you to produce the finest strain of Crystal White Orpingtons ever produced in America. I was very favorably impressed with the large laying record of your hens. I am convinced that these results could not have been attained without your trap nest system. The poultry industry in this country is rapidly becoming one of our leading industries. Those who take the time and precaution to develop a high standard of birds will be greatly rewarded for all their time and money spent. Your success, without a doubt, has been achieved through the splendid equipments, good management, and excellent variety of birds.

Wishing you ever success, I am

Very respectfully,

J. S. JORDAN.

Member and Representative of the P. G.  
Townsend Mfg. Co.

Hutchinson, Kans., Jan. 20, 1908.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—In reference to the hens you sent me—they are the gentlest, sweetest-natured birds it has ever been my pleasure to see, and will come up to my wife anywhere at any time, if she goes where they can see her.

Yours truly,

E. RICHARD SHIPP.  
Casper, Wyoming, Jan. 25, '09.

Mr. Ernest Kellerstrass,

Kansas City, Mo.

Dear Sir:—I want to thank you for your courteous replies to my letters; so much different from what I have gotten from others. I wrote to some White Orpington breeders asking if they had some of your birds, but they did not; they said they had "not your birds but better birds than yours," and answered about two weeks after inquiry. You must know how much I believed them for they did not get my order.

I will want some eggs from some of your good pens in season. Please consider me one of your friends and well-wishers for the "KELLERSTRASS CRYSTAL ORPINGTONS."

RALPH E. WOODS, Shelton, Neb.  
12-3-'08.

Kellerstrass Farm,

Kansas City, Mo.

Dear Sir:—I am glad to report that the chickens arrived in good shape, and can assure you that I am very much pleased with them. I found one egg in the box and got one egg yesterday and two today. So you see I am also well pleased in this respect. I suppose that the eggs you shipped to me yesterday will arrive some time today.

Wishing you continued success, I am,  
Yours very truly,

(Signed) E. L. ALDRICH.  
Keokuk, Iowa, March 21, '08.

Kellerstrass Farm,

Kansas City, Mo.

Gentlemen:—Here is a little article that might be of use to you in your advertising campaign:

"Last spring I invested ten dollars with Kellerstrass for a setting of his famous White Orpingtons, being interested in the breed and to see what results I might obtain. The eggs reached me in tip top shape, and I succeeded in hatching seven nice healthy chicks and raised every one of them.

"I have in my possession, at the present time, six of these birds, three pullets and three cockerels; excellent, big, fine colored birds, and each of these have been scored by one of the best judges in the United States, scoring from 90 to 95 points. Call on me and I will show you the score cards."

Very truly yours,

C. P. KNIGHT, Binghampton, N. Y.  
12-29-'08.

**Elmendorf Stock Farm.**

Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I am well pleased with the pen of birds you shipped me. I entered them here in the Lexington Show and they were judged by J. A. Drevestadt of Red Bank, N. J. I won with the pen I bought from you, first cock, first and second hen, and first and third pullet and first pen. The birds arrived Friday, the first of January, in fine condition from the trip.

Thanking you for your selection of the pen and your prompt shipment of them, I remain,  
Yours truly,

LOUIS LEE HAGGIN.  
Lexington, Ky.

P. S.—Please send me your price list of eggs.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—The birds arrived in fine condition, and I am delighted with them. Every one who has inspected them thinks they are all right. I compliment you on the way you ship your birds. They certainly were comfortably, yet lightly crated. I took the pen out to my farm and will start hatching a batch as soon as I get eggs enough. I am going to put the pen in the fall show here. There never was a class of "Crystal" White Orpingtons until this year, so the farmers around will have a chance of seeing them.

Yours faithfully and more than satisfactory,

H. B. FINDLEY.  
Vancouver, B. C., July 7, 1908.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—Your favor of Nov. 3rd received. The birds arrived in good condition. They are certainly the whitest Orpingtons I have seen and trust that their laying qualities are good.

Kindly let me know when the cockerel was hatched, the age of the females and oblige,  
Very truly yours,

FRED H. KOSTER,  
Huntington, N. Y., Nov. 20, '08.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I received your letter of some time ago; did not answer; I was waiting until I had attended a show and see what I had, at Buffalo Heart, Ill.

I got first, second and third on pullet, with good competition.

Yours respectfully,

D. W. SHELLEY.  
Williamsville, Ill., Dec. 12, '08.

Kellerstrass Farm,  
Kansas City, Mo.

Gentlemen:—Yours of the 19th inst., to hand. The birds reached me all right the 17th and I like their looks and also their acts. One of them laid an egg in three hours from the time she was delivered to yard. She began looking for a nest as soon as released.

I think they are all right. My neighbors who have seen them like them.

Respectfully,

W. W. NORWOOD.  
Russellville, Mo., March 20, '08.

**Judge A. O. Schilling.**

The Great Poultry Artist.

Dear Mr. Kellerstrass.

It may interest you to know that in the past five years it has been my pleasure to have the opportunity of handling and illustrating a good portion of the best Orpingtons in this country, but to my mind the female, of which I made a study for you at the Jamestown Exposition was superior in Orpington shape to any of her kind I have handled heretofore.

I was much pleased to have the opportunity to visit your farm and look over the birds during my recent visit to Kansas City Show.

In the past it has been the general opinion of most Orpington breeders that the whites were inferior in color and shape to the others of their breed, but I am confident that a visit to your farm would change their mind. I must admit that I expected to find a few pens of select large white birds, but to see one yard after another of birds of quality and color was a surprise to me.

I have visited a great many of the largest plants in the East, but up to date I cannot recall one which impressed me so favorably as an ideal place. With your own electric power and water supply, you certainly have an establishment up-to-date and complete in every respect.

To me the future of the White Orpingtons looks very bright, and I truly believe that the time is not far off when these classes will rank among the largest in every show room in this country. You are well deserving of the credit and honors your birds have won, and the efforts you are making in putting this breed where it belongs, at the top of the list as a fancy and utility fowl.

The quality of stock you have shown at the largest Eastern and Western shows I am sure has done much to bring them to the front, and I wish you continued success in your effort.

With kindest regards, I beg to remain

Very truly yours,

A. O. SCHILLING.

—  
**Judge W. E. Stanfield.**

Chicago, Ill.,  
Jan. 1, 1908.

Ernest Kellerstrass,  
Kansas City, Mo.

Dear Sir:—I have your request of recent date, asking me to state my opinion and just what I think, also any suggestion that I may have to offer, after a day spent on your farm, relative to the farm itself, and the "Crystal" Strain of White Orpingtons. It has been my pleasure within the past six years to visit every poultry farm in the Middle West, also several in the Eastern states, with but few exceptions, and I can say, without any hesitation, that I never saw a more ideal place for a poultry farm than yours, as to situation, surrounding country, and especially the even climate that prevails in your section.

These features combined assure

a possibility in developing and rearing poultry to the best advantage, which has been demonstrated by the farm's product, namely, "The Crystal White Orpingtons," that have proven their quality to be unequaled in every show of prominence in the United States this past season. It would be impossible for me to criticise in any way the methods pursued at your farm. Your system of management throughout would be hard to improve upon, and I take pleasure in endorsing the farm's product to the poultry public and firmly believe the merit of the Single-Comb White Orpingtons has won for themselves an established place in the poultry world.

Sincerely yours,

**W. E. STANFIELD,**  
Editor and Judge.

—  
Honolulu, Hawaiian Islands,  
Jan. 10, 1908.

Mr. Ernest Kellerstrass,  
Kansas City, U. S. A.

Dear Friend Kellerstrass:—The five birds I bought of you for \$1,000.00 arrived in good condition and I turned them out, and in less than half an hour one of them laid an egg. They are sure what you say—the big egg producers. I entered them here in the show this week and won two firsts and three seconds. I surely want to represent the "Crystal" White Orpingtons on this side of the world for you.

Yours very truly,

**WALTER C. WEEDON.**

**Judge W. C. Pierce.**

Indianapolis, Ind.,  
Feb. 12, 1908.

*Ernest Kellerstrass.*

Dear Sir:—I look back with pleasure at my trip to the Kansas City Show, and my visit to the Kellerstrass Farm, which was a great surprise to me in many respects, as the quality in this breed as you have obtained in same. Besides the birds you had in the Kansas City Show, which were marvels, we found an entire different string picked out for the Chicago Show and then hundreds of other specimens that were worthy of the blue ribbons in almost any show in the land. I was also surprised to see 100 acres devoted to this one breed, and I must state that I have never been upon a more up-to-date or better managed farm in America. You are making this breed one of the foremost breeds of the land. I know with your push and knowledge of this breed that you will put it to the very top of the breeds, both for beauty and utility. Trusting that I may have the pleasure of visiting your farm again in the near future, I am

Very truly yours,

W. C. PIERCE.

—

**Judge C. H. Rhodes.**

Topeka, Kan.  
Kellerstrass Farm.

The name of Kellerstrass reaches all over the United States, and associates itself with White Orpingtons. Why? Because Mr. Kellerstrass has one of the largest and most modern equipped

plants that money and brains can produce. We visited this model farm January 16, and found 4,000 White Orpingtons housed in buildings specially constructed for healthfulness. In all of this great army of birds we did not see any droopy or sick ones. Absolute cleanliness in all buildings and yards is the safeguard adopted at Kellerstrass Farm.

We noticed hundreds of young chickens at the incubator houses from one day to ten days old, strong, vigorous, healthy, not a weakling in the bunch. From these youngsters the great winners for 1908 and 1909 will be selected and sold to customers of this country and over the big pond. Mr. Kellerstrass devotes his entire time to the improvement and betterment of his poultry business. He personally selects all shipments, and be it said to his credit a dissatisfied customer is unknown.

The Kellerstrass Orpingtons have been exhibited at all the large shows East and West, and no one breed had attracted more attention.

**C. H. RHODES.**

—

**Judge W. S. Russell.**

Ottumwa, Ia.,  
Jan. 31, 1908.

**Mr. Ernest Kellerstrass,**  
**Kansas City, Mo.**

Dear Sir:—You are to be congratulated for the high quality of Single-Comb White Orpingtons that you are exhibiting this season. I inspected your exhibit at the Jamestown Exposition Poultry Show, also Missouri State, and then again at Chicago Show, and will say, "they are great."

Yours truly,

**W. S. RUSSELL.**

**Judge Thomas W. Southard.**

4345 Genesee St.,  
Kansas City, Mo.,  
Feb. 2, 1908.

Ernest Kellerstrass,  
Pro. Kellerstrass Farm,  
Kansas City, Mo.

Dear Sir:—In reply to your letter asking me to express my honest opinion of your farm, stock, business methods, etc., I will say, without flattery, you have much the best equipped farm I ever saw. And I have watched you perfect the "Crystal" White Orpingtons until today I consider your White Orpingtons are the leading strain in the world, and I am willing to back up any deal you make.

Yours truly,  
T. W. SOUTHARD.

country in type. They had the Buffs beaten and were the equal of the Blacks. I saw at the Farm hundreds and hundreds of prize winners, fit for the best shows in America; also the winners at all the large shows in America; and the Crystal Palace (England) winners were there also, and about 4,300 of their relations, well housed in comfortable buildings, while in the brooder house were hundreds of little chicks, right in the middle of January. Mr. Kellerstrass has a thoroughly equipped poultry farm. Were I to go into White Orpingtons today I should look no further, but would send my order to Mr. Kellerstrass, and am sure I could get the best in the world, and at reasonable prices, quality considered.

I look forward to my visit to Kansas City next year, and of course, hope to pay the "Crystal" White Orpington farm a visit.

Very truly yours,

CHAS. V. KEELER.

**Judge C. V. Keeler.**

Winamac, Ind.,  
Feb. 2, 1908.

While judging the great Kansas City Show, January 14th to 18th, I had the pleasure of visiting the immense Crystal White Orpington Farm, owned by Mr. Ernest Kellerstrass. I have always been interested in White Orpingtons ever since they have first been written of in England's poultry papers. I found at the Farm acres and acres of White Orpingtons, all hardy, hustling, happy birds of the correct Orpington type—not Plymouth, Wyandotte, or Cochin type, but the correct Orpington type. I had the pleasure of judging these "Crystal" White Orpingtons at Kansas City last year, 1907. Saw Mr. Kellerstrass' exhibit this year, both at Kansas City and Chicago. Could there compare them closely with the best Buffs and Blacks in the

**The Bonham Poultry Association.**

Bonham, Tex.,  
Dec. 16, 1907.

Mr. Ernest Kellerstrass,  
Kansas City, Mo.

My Dear Sir:—Cockerel and pullet, with extra hen, arrived in fine condition. They were placed in the show room the day after their arrival and covered themselves with honors, winning first cockerel, first pullet and second hen. We are well pleased with the fine quality of your birds and your honest methods of business.

Respectfully yours,

M'KEE BLAIR.

We get letters like the above almost daily.

(From Reliable Poultry Journal, Quincy, Ill., February, 1908.)

### Single-Comb White Orpingtons.

Mr. Ernest Kellerstrass, Kansas City, Mo., made another wonderful cleaning on S. C. White Orpingtons, as follows: Cocks, first, second and third; hens, first, second, third and fourth; cockerels, first, second, fourth and fifth; pullets, first, second, third and fifth. He is the originator of the Crystal strain of this variety and his Whites have been successful at the leading shows of America and England. They are equal in size to the large Buffs and Blacks, and are pure white in color. The first White Orpington cockerel at Chicago was also the first cockerel at Madison Square Garden, N. Y., last December. At Chicago he was awarded the sweepstakes for the best bird in the show—a great honor for a breed so recently introduced as the White Orpington. The third cock at Madison Square was the first winner at Chicago. Mr. Kellerstrass has 4,000 Single-Comb White Orpingtons for sale, and will make sixteen pens to supply eggs for hatching. His birds are of extra choice quality and they will please discriminating customers.

—  
(Editorial taken from January Reliable Poultry Journal, Quincy, Ill.)

### DEVELOPING THE BUSINESS.

We offer no apology to our readers for publishing in this issue of R. P. J. an extended report of the results obtained by seventy-two of the eighty-four customers (all that replied to our letters of inquiry) who last season paid Kellerstrass Farm, Kansas City, Mo., two dollars apiece for 1,024 hatching eggs.

We realize, perhaps as well as anybody else, that this report is a big free advertisement for Mr. Kellerstrass, but we are confronted by the thought that he is entitled to it on account of what he has done and is doing for poultry culture, also by the fact that he is deserving of favorable publicity as a reward for the manner in which he treated these eggs-for-hatching customers.

But our chief reason for publishing this series of articles was not to please Mr. Kellerstrass—though we are glad to do that. The main object was threefold: First, we wished to show, by Mr. Kellerstrass' experience, what CAN BE DONE in the standard-bred poultry business; second, we were glad of this opportunity to present in these columns RELIABLE and instructive DATA about the eggs-for-hatching branch of the poultry industry; third, we especially desired to use this case as an illustration of how the standard-bred poultry business can be developed and rapidly extended by FAIR TREATMENT of customers who buy valuable eggs for hatching and high-priced fowls for breeding purposes.

It isn't often that a case of this kind is placed in an editor's hands with full permission to dig in and find out all he wishes to know about hatching results, about the quality of the chicks obtained; about the methods employed in filling and refilling orders, in satisfying displeased customers, etc., etc. Possibly there are persons who will entertain the opinion that Mr. Kellerstrass took special pains in handling this whole transaction. We believe that he did—that he did so on account of the high quality of the eggs sold and the top prices he received for them, but we do not believe for one moment that in handling the fowls that laid these eggs or in filling the orders or in striving to satisfy every reasonable customer, Mr. Kellerstrass

had any idea of publishing the facts or of allowing them to be published. We know that such was not the case.

By referring to his printed matter we learned that Mr. Kellerstrass had guaranteed a fair percentage of fertility in these high-priced eggs; therefore in treating his customers wells on that point he did no more than he had agreed to do. But we are glad to say it is shown by letters we received direct from his customers that he "made good" not only cheerfully, but promptly and liberally.

Mr. Kellerstrass' experience and that of seventy-two of the eighty-four of his customers who replied to our letters, asking for results they obtained from the two-dollar-apiece eggs, represent a fair test of the practice of selling eggs for hatching to be shipped by express to all points of the country. It was mainly for this reason that we first took an interest in the matter, but the case developed into the larger problem of what can be done in the sale of high-priced eggs for hatching, of how well the purchasers of such eggs can do and of how customers should be treated in order to give them their "money's worth" and thus win valuable business friendship.

The most important lesson and fact connected with this noteworthy example is, what such treatment of customers means to the poultry industry! If all poultrymen who sell eggs for hatching were to take as much pains to benefit and satisfy their customers as did the proprietor of Kellerstrass Farm, this important branch of the poultry business would expand and prosper as never before.

And the same is true of the sale of breeding stock. If a customer is fairly treated and does well, he is certain to tell his friends and neighbors about it, with the result that new cus-

tomers are created. On the contrary, if the first customer is cheated and abused, he is very liable to quit in disgust, doing so sooner or later, and by telling others of his loss and grievance he is certain to destroy confidence in the poultry business and thus prevent trade expansion.

By his way of treating customers fairly, to the extent of giving them full value for their Gal 2—Fidelity-6354-Kellersts-w8 money, Mr. Kellerstrass has started scores of interested persons in the poultry business—to the benefit of all of us who are connected with the industry. The moral is plain; the results important and far-reaching.

(*Reliable Poultry Journal, Quincy, Ill., Feb., 1908.*)

(American Poultry Journal, Chicago, Ill.

### THE KELLERSTRASS FARM.

**A Visit to the Home of Ernest Kellerstrass, Kansas City, Mo., the Originator of "Crystal" White Orpingtons.**

The accompanying illustration will give the reader but a very faint idea of the magnitude and magnificence of the home of the "Crystal" White Orpingtons, and it is beyond the power of our pen to do justice to this farm in writing about same. To fully realize what Mr. Kellerstrass is accomplishing it is necessary to pay him a visit, and right here we wish to assure our readers that they will one and all find a hearty welcome awaiting them should opportunity offer them a chance to pay a visit to Kansas City and to the home of "Crystal" White Orpingtons.

This farm is located about eight miles from the heart of Kansas City and can be reached by electric car. The farm consists of 140 acres and is entirely devoted

to the production of White Orpington fowls. The ground is well adapted to the raising of chickens, as it is high and rolling, therefore is dry all seasons of the year. Forty acres of the farm is in orchard and here is located the colony houses, and the shade provided by the fruit trees makes an ideal summer home for the young stock. The whole farm is seeded to blue grass and this affords magnificent range for the stock.

At the time of our visit, the 15th of last month, Mr. Kellerstrass informed us that he had 4,500 head of Orpingtons on the farm, and offered to go through and count them, but we declined and said we would take his word for it.

We were agreeably surprised at the large number of really fine specimens of White Orpingtons we found here, as we were under the impression that Mr. Kellerstrass had only a comparatively few really choice birds, but here we found not dozens but hundreds of them. In fact, they had been culled so closely that there was not a really poor specimen in the whole flock, or, more properly speaking, flocks, for they were divided into flocks of about fifty, except in the larger houses and yards located in the orchard, which contained large numbers.

One of the main drawbacks in former years with White Orpingtons was the brass in the plumage, but here we found this practically eliminated, and we readily understood why the birds raised on this farm are called "Crystal" White Orpingtons. Our readers do not want to get the idea that chicken raising is a "fad" with Mr. Kellerstrass, for it is not. It is a plain business proposition with him and he is using business methods in conducting same, and is devoting his entire time and attention to it. Every detail has his personal supervision.

Don't fail to write the Kellerstrass Farm, R. F. D. 1, Kansas

City, Mo., for further information, and mention American Poultry Journal.

**WON OVER 90 PER CENT OF ALL PRIZES THAT WERE OFFERED.**

**A Day With Kellerstrass, the Man That Put White Orpingtons on the Map.**

There are a few men that can read the future and profit by it; there are several others that hang onto the tail of the kite and only drift with the tide, and constantly find fault with those who are progressive enough to do things that start the machinery of some big enterprise in motion.

The writer has always cast in his lot with the live ones. No man can lower himself so much in my estimation as telling what a great man he has been. I could always get that information from the headstones, but I never knew a corporation of business men to go to the graveyard to find a man to boost their business.

Perhaps I am getting away from my story, but what's the odds! I had this thing on my mind, and I feel better now that I have told it to you.

I have watched the rise of a good many breeds of fowls, and, in fairness to all, I have witnessed the fall of a few. I have known specialty clubs to take up a new breed and make it popular, but I never knew one of them to take up a "has been" and resurrect it. They claim the game is not worth the candle. But is it? Well, I guess yes.

You can't make a good breed out of a poor one, no matter how well you advertise it, but you can take a good breed that has been neglected and make it popular again. This fact has been demonstrated to the satisfaction of the poultrymen of this country to a certainty.

When Ernest Kellerstrass, of Kansas City, Missouri, decided to go into the poultry business on a big scale, he tested a number of the leading varieties, keeping a careful record of all their good and bad features, weighing one breed or variety against the other, being absolutely unbiased as to which, under normal conditions, would give on his farm the best results, and when he found the White Orpingtons to be the one breed that gave the best financial results, he decided to breed them and give them the place in the fancy that his judgment told him they should occupy.

His friends argued against this, telling him the variety was not, nor could it be made, popular; that other varieties of this popular breed were ahead of it, and had so far outdistanced them in the race for public favor that to boom the Whites was a losing game.

This would have discouraged many men, but it only whetted Mr. Kellerstrass' ambition to show the world what could be done with a strictly good fowl regardless of its popularity. And when he did start, he started right.

There was not a yard of Whites in America or England that contained real quality that was not drained of its cream before the breeders woke up to the fact that one of the wisest heads that ever tackled the poultry game was out for blood.

He had the farm, he knew the breed, he believed in their future as a fancy breed, and he knew their worth as a commercial fowl.

Before any of the Orpington breeders of note were aware of Mr. Kellerstrass' ideas, he had over 5,000 White Orpingtons on his farm and was producing more as fast as Cypher incubators and brooders would deliver the goods.

He went into the big shows of America, starting in at Kansas City; from there to Jamestown Exposition, then St. Louis, Mis-

souri, State Show; from there to New York, then back to Kansas City; from there to Chicago.

In all of these shows, and in competition with the best in America, as well as the latest imported birds, he won more than 90 per cent of all the prizes that were offered, and asked and received the highest prices for this now popular variety that were ever paid for them in this country or Europe. In fact, he put a breed on the map and maintained them there.

While at Kansas City in January, the writer visited Mr. Kellerstrass' farm and with him looked over what we believe to be the best and largest collection of White Orpingtons owned by any one man in the world—more than 4,700 White Orpingtons on one farm and there to count. Not chicks, but matured birds of the highest quality. Great big, lusty, deep-bodied birds, that have made the Orpington the most popular fowl ever introduced from the British Isle.

In shape and color, there is but little fault to find with the Kellerstrass birds. The illustrations run in the *Inland Poultry Journal* the past few months tell the tale.

As to buildings and equipments, there are but few plants in America better adapted to the breeding of fowls. The land was designed by nature for this purpose. (See illustrations of farm.) The houses were built for business and not for show. The open front house is the only one considered—in fact, this is the house adopted by nearly all the popular fanciers as well as market poultry raisers.

Both artificial and natural methods are used to produce their show birds.

The incubator and brooder house, while not elaborate, is one of the best I have seen; in fact, the entire plant shows that good, sound judgment was used in the

location of every yard and building.

While it is well known that Mr. Kellerstrass is a man of wealth, it is not generally known that he and his son are the hardest workers on the farm. When Mr. Kellerstrass was first pointed out to me in the show room, with a pair of overalls and jumper on, busy cleaning out coops, I said, "My money backs that man as a winner in any undertaking that he is associated with."

When a number of so-called experts applied for a job as manager of his plant, he said: "I am looking for men to work; I can do all the managing that is necessary on my farm."

Mr. Kellerstrass is today the world's headquarters for White

Orpingtons. He has the best, as has been proven in the strongest shows in America. He knows quality and he knows its value. He is strictly reliable and is today doing more for Orpingtons than all the breeders in this country combined.

We guarantee the man and his birds, and we only wish we had a few more like him in the business. They are the kind of poultrymen that make it possible for the *Inland* and other high-class journals to give their readers the quality in poultry literature that is making the editors of all other live stock journals "sit up and take notice."

THEO. HEWES,  
Editor *Inland Poultry Journal*.



## NOTICE

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If you will send four cents in stamps to pay postage to the Kellerstrass Farm, Kansas City, Mo., you will receive their illustrated Catalogue. It contains pictures of the highest priced birds in the world; also, illustrations and pictures of their brood and nursery yards, buildings and runways of various descriptions; in fact, it gives you an illustration of the World's Greatest Poultry Plant, and shows you a good many general views of the farm and buildings. It also gives prices of the stock they have for sale.

## IMPORTANT

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**Remember**, that I am in the Poultry Business, and a person to make a success in the Poultry Business has to be out working with his chickens and look after them, and that is what I do. It keeps me busy, so don't expect me to personally answer your letter. I have tried to give you all the information I can in this book. I have received as high as six hundred letters in one day and the majority of them found their way into the waste-basket, because it is impossible for me to answer them personally. By the time I answer the letters of people who want to buy stock and eggs and tend to my chickens I have usually put in from sixteen to eighteen hours a day. So don't expect a personal answer to your letter unless it is of some importance.

Yours truly,

ERNEST KELLERSTRASS.

**FOR THE CONVENIENCE OF READERS** of this book I here-with give you the names and addresses of AMERICAN POULTRY ASSOCIATION JUDGES. If you contemplate holding a show, by all means engage an AMERICAN POULTRY ASSOCIATION JUDGE, as it will give your show so much better standing, and whatever decision they make is official and can be relied upon.

### American Poultry Association Judges—(General)

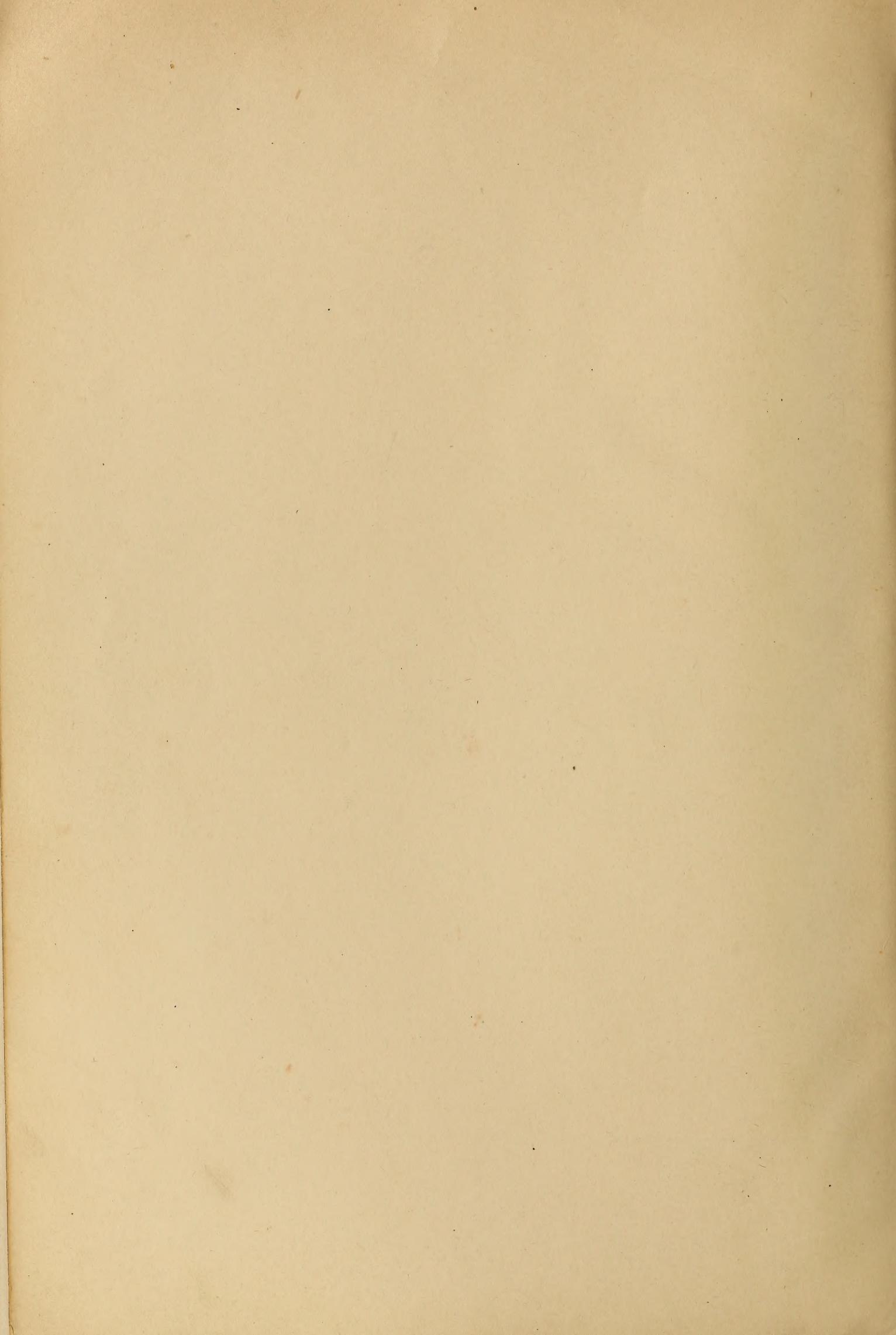
A. F. Kummer, Butler, Pa.  
 Ira C. Keller, Prospect, Ohio.  
 Charles V. Keeler, Winamac, Ind.  
 Dr. S. T. Lea, Holly Hill, S. C.  
 D. J. Lambert, Apponaug, R. I.  
 S. B. Lane, Spiceland, Ind.  
 J. W. Mulinix, Toledo, Ohio.  
 S. B. Mills, Ames, Ia.  
 J. H. Minshall, Brantford, Ont., Canada.  
 F. J. Marshall, College Park, Ga.  
 Ben S. Myers, Crawfordsville, Ind.  
 B. W. Mosher, Johnstown, N. Y.  
 J. S. Mertens, St. Louis, Mo.  
 Benjamin H. McCracken, Martinsville, Ind.  
 William McNeil, London, Ont.  
 Charles McClave, New London, Ohio.  
 O. L. McCord, Danville, Ill.  
 T. F. McGrew, Scranton, Pa.  
 George H. Northrup, Raceville, N. Y.  
 David A. Nichols, Shelton, Conn.  
 Thomas Ward Norris, Blauvelt, N. Y.  
 Richard Oke, London, Ont.  
 D. M. Owens, Athens, Tenn.  
 Calvin Ott, Prophetstown, Ill.  
 George Purdue, East Orange, N. J.  
 A. F. Pierce, Winchester, N. H.  
 Miller Purvis, Peotone, Ill.  
 H. J. Quilhot, Johnstown, N. Y.  
 E. G. Roberts, Fort Atkinson, Wis.  
 C. E. Rockenstyre, Albany, N. Y.  
 T. Farrer Rackham, East Orange, N. J.  
 E. W. Rankin, Topeka, Kan.  
 Charles H. Rhodes, Topeka, Kan.  
 W. S. Russell, Ottumwa, Ia.  
 Thomas F. Rigg, Iowa Falls, Ia.  
 J. N. Rumsisel, Stafford, Kan.  
 Charles M. Smith, Copiague, Long Island, N. Y.  
 H. B. Savage, Belton, Tex.  
 F. C. Shepherd, Toledo, Ohio.  
 Eugene Sites, Elyria, Ohio.  
 W. J. Stanton, New York, N. Y.  
 Halsted Scudder, Glen Head, Long Island, N. Y.  
 Henry P. Schwab, Irondequoit, N. Y.  
 Arthur O. Schilling, Rochester, N. Y.  
 Thomas W. Southard, Kansas City, Mo.  
 Fred E. Smith, Craig, Mo.  
 Franklane L. Sewell, Buchanan, Mich.  
 Daniel P. Shove, Fall River, Mass.  
 F. H. Shellabarger, West Liberty, Ia.  
 Frank L. Shaw, Indianapolis, Ind.  
 A. B. Shaner, Lanark, Ill.  
 W. E. Stanfield, Chicago, Ill.  
 U. J. Shanklin, Anamosa, Ia.  
 Rowland Story, Brooklyn, N. Y.  
 Henry Trafford, Chenango Forks, N. Y.  
 Adam Thompson, Amity, Mo.  
 Frank W. Travis, Jackson, Mich.  
 James Tucker, Concord, Mich.  
 W. Theo. Wittman, Allentown, Pa.  
 George W. Webb, Rochester, N. Y.  
 Philander Williams, Randolph, Mass.  
 J. C. Williams, Los Angeles, Cal.  
 William M. Wise, Lansing, Mich.  
 James W. Whitney, Long Beach, Cal.  
 W. W. Zike, Morristown, Ind.  
 F. B. Zimmer, Gloversville, N. Y.  
 C. W. Zinner, Chicago, Ill.  
 J. J. Atherton, Emporia, Kan.  
 J. E. Bennett, Toronto, Ont.  
 S. Butterfield, Windsor, Ont.  
 W. W. Browning, Ogden, Utah.  
 T. L. Bayne, Knoxville, Tenn.  
 M. M. Barger, Mt. Gilead, Ohio.  
 William F. Brace, Victor, N. Y.  
 George H. Burgott, Lawton Station, N. Y.  
 W. W. Babcock, Bath, N. Y.  
 J. Y. Bicknell, Buffalo, N. Y.  
 E. C. Branch, Lee's Summit, Mo.  
 H. S. Ball, Shrewsbury, Mass.  
 George O. Brown, Baltimore, Md.  
 O. Prescott Bennett, Washington, Ill.  
 Loring Brown, Smyrna, Ga.  
 Henry Berrar, San Jose, Cal.  
 Newton Cosh, Port Dover, Ont.  
 Harry H. Collier, Tacoma, Wash.  
 Charles E. Cram, Carey, Ohio.  
 S. T. Campbell, Mansfield, Ohio.  
 F. W. Corey, Ossining, N. Y.  
 Thomas M. Campbell, Darlington, Ind.  
 J. F. Crangle, Simsbury, Conn.  
 Wetherell H. Card, Manchester, Conn.  
 L. N. Cobblewick, Oakland, Cal.  
 Charles T. Corman, Carlisle, Pa.  
 James Corfman, Leipsic, Ohio.  
 H. H. Coburn, Memphis, Mich.  
 H. B. Donovan, Toronto, Ont.  
 Elmer Dixon, Oregon City, Ore.  
 W. C. Denny, Rochester, N. Y.  
 J. H. Drevensteinadt, Red Bank, N. J.  
 Maurice F. Delano, Vineyard Haven, Mass.  
 John Dudley, Emporia, Kan.  
 H. A. Emmel, Evans City, Pa.  
 George Ewald, Cincinnati, Ohio.  
 C. A. Emery, Carthage, Mo.  
 W. C. Ellison, Minneapolis, Minn.  
 O. J. Easton, Whiting, Ia.  
 James J. Elliott, Onawa, Ia.  
 M. S. Fite, Oklahoma City, Okla.  
 Phil Feil, Canal Dover, Ohio.  
 Thomas S. Falkner, Tiffin, Ohio.  
 I. K. Felch, Natick, Mass.  
 U. R. Fishel, Hope, Ind.  
 Prof. W. R. Graham, Guelph, Canada.  
 J. E. Gault, Chippewa Lake, Ohio.  
 C. S. Greene, New Brighton, N. Y.  
 Frank W. Gaylor, White Plains, N. Y.  
 M. S. Gardner, Auburn, N. Y.  
 W. R. Graves, Southboro, Mass.  
 O. P. Greer, Bourbon, Ind.  
 Reese V. Hicks, Madisonville, Tenn.  
 F. W. Hitchcock, Oklahoma City, Okla.  
 G. R. Haswell, Circleville, Ohio.  
 B. J. Hill, East Akron, Ohio.  
 C. E. Howell, Elmira, N. Y.  
 George D. Holden, Owatonna, Minn.  
 D. E. Hale, Wayzata, Minn.  
 A. C. Hawkins, Lancaster, Mass.  
 Theodore Hewes, Indianapolis, Ind.  
 George A. Heyl, Washington, Ill.  
 Frank Heck, Chicago, Ill.  
 D. T. Heimlich, Jacksonville, Ill.  
 Earl Hemenway, South Haven, Mich.  
 John D. Jaquins, Watervliet, N. Y.  
 J. S. Jeffrey, West Raleigh, N. C.  
 R. E. Jones, Paducah, Ky.  
 W. H. Jones, McKittrick, Cal.

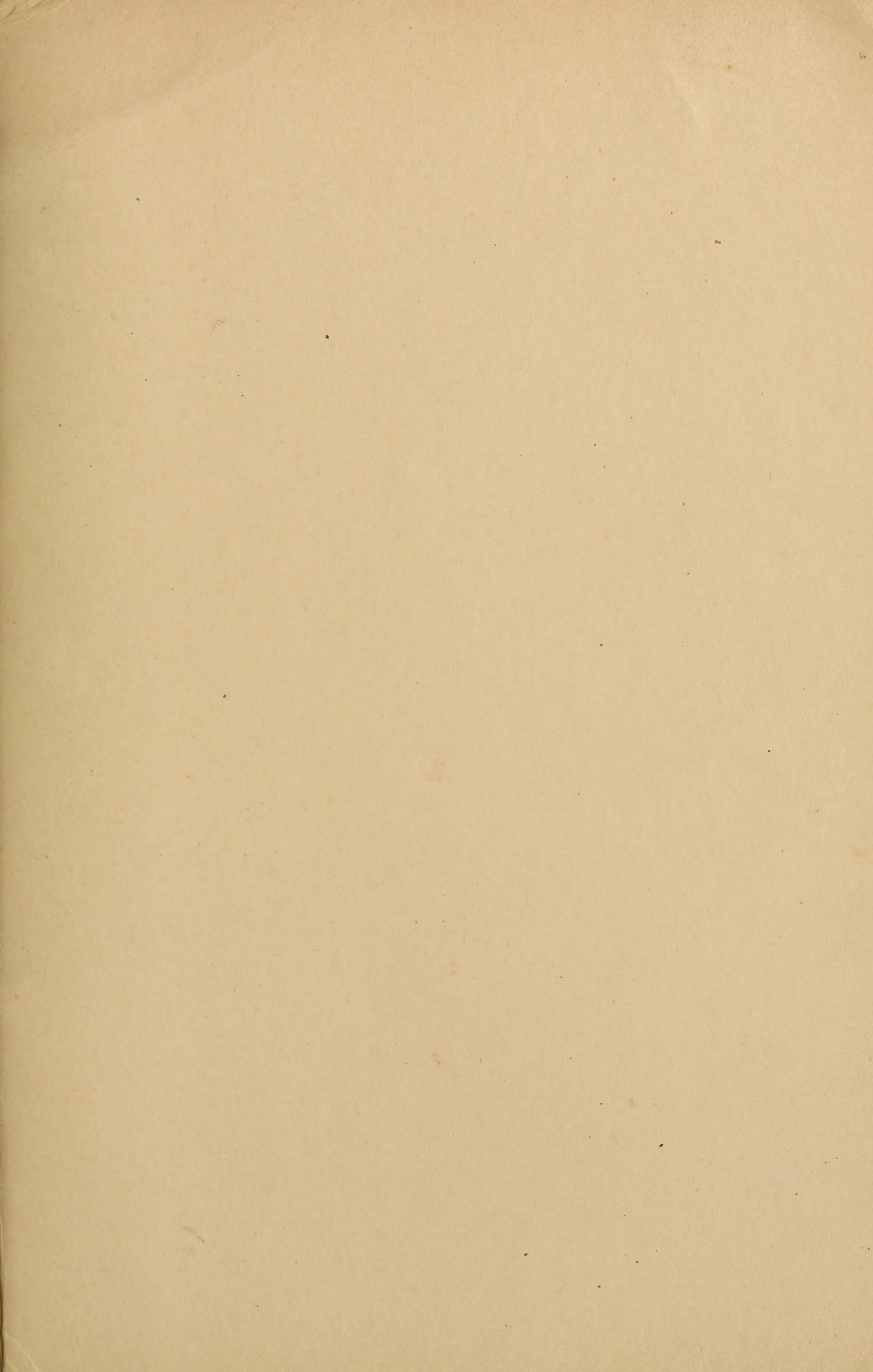
## Leading Poultry Journals

For the convenience of readers of this book I give herewith a list of the leading poultry journals published in America, with their addresses.

	Number of Pages.	Size of Page.	Price per Year.
American Poultry Advocate, Syracuse, N. Y.....	44 to 88	9x12	\$0.50
American Poultry Journal, Chicago, Ill.....	48 to 166	9x12	.50
American Poultry World, Buffalo, N. Y.....	76 to 142	9x12	.50
Canadian Poultry Review, Toronto, Ont.....	48 to 72	9x12	.65
Commercial Poultry, Marseilles, Ill.....	36 to 64	8x11½	.50
Fanciers' Monthly, San Jose, Cal.....	32 to 48	9x12	.75
Farm Poultry, Boston, Mass.....	16 to 40	11x15	.50
Feather, The, Washington, D. C.....	20 to 48	10½x13½	.50
Game Fanciers' Journal, Battle Creek, Mich.....	16 to 20	8x12	.50
Industrious Hen, Knoxville, Tenn.....	40 to 80	8x11½	.50
Inland Poultry Journal, Indianapolis, Ind.....	48 to 100	8½x11½	.50
Live Stock Tribune, Los Angeles, Cal.....	40 to 60	8½x11½	.50
Northwest Poultryman, Salem, Ore.....	32 to 74	9x12	.50
Pacific Fancier, Los Angeles, Cal.....	32 to 64	9x12	.50
Pacific Poultryman, Seattle, Wash.....	28 to 36	9x11½	.50
Petaluma Poultry Journal, Petaluma, Cal.....	24 to 36	10½x13½	.50
Poultry, Peotone, Ill.....	32 to 40	10½x14½	1.00
Poultry Culture, Topeka, Kans.....	32 to 52	9x12	\$0.25
Poultry Gazette, Lincoln, Neb.....	32 to 74	9x12	.50
Poultry Gazette, Clay Center, Neb.....	32 to 74	9x12	.50
Poultry Herald, St. Paul, Minn.....	36 to 60	9x12	.50
Poultry Husbandry, Waterville, N. Y.....	16 to 32	9x13	.50
Poultry Item, Sellersville, Pa.....	48 to 142	9x12	.50
Poultry Keeper, Quincy, Ill.....	32 to 72	9x11½	.50
Poultry Tribune, Mount Morris, Ill.....	40 to 100	9x12	.50
Poultry Success, Springfield, Ohio.....	76 to 164	9x12	.50
Reliable Poultry Journal, Quincy, Ill.....	76 to 164	9x12	.50
Southern Fancier, Atlanta, Ga.....	44 to 60	8x12	1.00
Southern Poultryman, Dallas, Texas.....	36 to 44	9x12	.50
Southern Poultry Journal, Dallas, Texas.....	40 to 68	8½x11½	.50
Southern Poultry Magazine, Nashville, Tenn.....	16 to 32	9x12	.50
Successful Poultry Journal, Chicago, Ill.....	36 to 120	9x12	.50
Western Poultry Journal, Cedar Rapids, Iowa.....	32 to 96	9x12	.50
Western Poultry World, Denver, Colo.....	32 to 40	8x12	.50







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